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U.S. Missions Report on Trade and Resources Development in Chile, Ecuador

SPECIAL SUPPLEMENT

Pages S-1—S-20

Chile Excellent Market for U.S. Capital Goods

Strong Bond Links U.S., Ecuadoran Manufacturers and Importers

GRACE LINE PHOTO
Ship being loaded in the harbor of Antofagasta, Chile.

WORLD BANK PHOTO
Bananas, Ecuador's main export: From lighter to ship.

***A Survey of U.S. Foreign Trade in 1961*—Page 65**

Foreign Commerce Weekly

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Reports included in the Commodity News department generally are prepared by the Business and Defense Services Administration industry divisions, based on dispatches from U.S. Foreign Service posts and departmental research.

Seasonal Marketing Fund For Central American Coffee

THE U.S. Government is prepared, in principle, to lend up to $2 million to help certain Latin American countries in their efforts to relieve seasonal pressure on coffee markets through more orderly marketing of their coffee, Teodoro Moscoso, AID Assistant Administrator for Latin America has announced.

To discuss detailed arrangements, Mr. Moscoso said, the United States is proposing that a meeting be held in Washington on January 22. The Governments of the following six countries have been invited: Mexico, Guatemala, El Salvador, Honduras, Nicaragua, and Costa Rica. These are the countries which have displayed most immediate concern about the seasonal marketing problem. It is possible that other Latin American nations having similar problems may wish to consider participation in the program at a later date. This is not precluded by the present action.

Mr. Moscoso emphasized that the U.S. plans had just been communicated to the interested Governments. They have been advised of the essential conditions which the United States believes must be satisfied if the program is to hold out promise of success and therefore to justify U.S. participation.

There are two main elements in the approach envisaged by the United States:

For their part, the countries participating in the agreement will be asked to strengthen controls over exports as required by the existing International Coffee Agreement. They will also undertake internal measures to relieve the pressure that over-production puts on the market.

If certain conditions are satisfied, the United States will be prepared to make a long-term loan of up to $12 million for a Seasonal Marketing Fund (SMF). The Fund would assist the countries to hold back their quota coffees from export for a long enough time to relieve seasonal pressure on coffee markets. The funds advanced will be used on a revolving-fund basis and the U.S. proposes that repayment should be provided on an automatic basis through a levy on each bag of coffee exported. If the program meets with the success hoped for, it is entirely possible that lesser sums will be needed and that repayments can be speeded up.

Other large coffee-producing countries in Latin America have indicated their support for the program, since relief of seasonal pressures on Central American coffees will result in reduced pressures on coffees from elsewhere.

Mr. Moscoso emphasized that the proposed program should strengthen the existing coffee agreement to which most of the world's coffee exporters belong. He also said that it should improve the chances for bringing about a long-term coffee agreement among exporters and importers which is intended to come to grips with the basic problem of over-production which now plagues world coffee markets.

Latin American countries are heavily dependent on earnings from the exports of commodities in order to carry out their economic and social development programs. Coffee is particularly important in Central America, where it is the No. 1 export item. The world wide coffee markets have been deteriorating for some years, basically because of over-production. They show particular seasonal weakness in Central America since the full year's harvest is concentrated in a short period of 3-4 months, creating great pressures for early sale. Over-production has also now for the first time become a problem for that area.

Mr. Moscoso explained that the proposed measures to ease the seasonal marketing problem would further programs of economic and social development in this Hemisphere, in accordance with the Charter of the Alliance for Progress agreed to at the meeting last August at Punta del Este, Uruguay. More particularly, it would further the specific program agreed to there for dealing with the Hemisphere's coffee problems.

Mr. Moscoso emphasized that this program does not embrace buffer stock arrangements, purchases of surplus coffee, or intervention by the U.S. Government in coffee markets. Moreover, he stressed it is not intended to raise the price of coffees. Instead it is intended to prevent seasonal marketing pressures from reducing prices below their already depressed levels. Wholesale prices of Central American coffees are now about 36¢ a pound, which is about two-fifths their level of 7 years ago (90¢) and about one-third less than the average price 3 years ago (51¢). Prices are now the lowest since 1950. Recent price declines have cost the exporting countries precious foreign exchange. Every one-cent drop in coffee prices costs the six countries annually $7 million in income.

A Survey of U.S. Foreign Trade in 1961

By Jack N. Behrman

Assistant Secretary of Commerce for International Affairs

AMERICA'S favorable foreign trade position has continued during 1961. On the basis of January-October data, nonmilitary exports reached the $20-billion mark in annual value for the first time on record.

Given the continued growth of Western European economies, U.S. exports will surpass their 1961 level.

Nonmilitary exports, which had shown a substantial rise from 1959 to 1960, expanded somewhat further in the year just ended.

Imports held steady in annual total last year at the $14.7 billion figure of 1960, on the basis of 10 months' figures. Our export surplus in merchandise trade in 1961, therefore, was about $5⅓ billion as compared with slightly under $5 billion in 1960. The increased merchandise export surplus was an important factor contributing to the improvement last year in the adverse balance in our total international transactions.

Despite the favorable trade position on an annual basis in 1961, however, certain trends in our foreign trade that have developed since mid-1961 point to a prospectively less satisfactory position in 1962. While exports tended to remain on a high plateau in 1961, since last June imports rose steadily in the last 6 months with the quickening pace of domestic economic activity. In consequence, the quarterly export surplus has been declining fairly rapidly from its high peak in the first quarter.

Our merchandise sales in foreign markets, after their steady expansion in 1960, reached a peak seasonally adjusted annual rate of $20.4 billion in January-March last year. Although they dipped below that very high rate in the spring and summer quarters, they rebounded in the closing months of the year. Nevertheless, exports in the fourth quarter, at about $20½ billion in rate, did not significantly exceed their first-quarter rate.

U.S. imports in the earlier part of 1961 were at reduced levels, reflecting the slowdown in domestic output and the reduction of inventories. In January-June, total imports were at a seasonally adjusted annual rate of $13.6 billion, the lowest semiannual value since the latter half of 1958. In the third quarter, in a somewhat lagging response to the upturn in domestic output, imports rose strongly to $15.5 billion in rate. They continued upward in the last quarter of 1961 as U.S. industrial activity strengthened further.

The spurt in imports in the last two quarters of 1961 reduced the export surplus in the entire second half of the year to $4.5 billion in seasonally adjusted annual rate. This was in contrast to the exceptional $6.2 billion rate of export surplus in January-June last year.

The narrowing of our trade surplus in the last 6 months serves to alert us anew to the fact that attaining a sufficiently favorable trading position will require intensified efforts and sound policies by U.S. business, labor, and Government in 1962. The fulfillment of our international obligations requires vigorous and healthy growth in our sales abroad. The total market abroad for the exports of Free-World countries now exceeds $100 billion annually. We must convert an increasing share of the expanding export market potential into actual sales of U.S. goods, and therefore into substantial growth in our international receipts to offset our payments to foreign countries, and into increased business profits and more jobs for U.S. workers. For this task, American businessmen will need to employ all their skills and resources, utilizing the additional services provided during the past two years under the Export Expansion program.

TOTAL U.S. sales to industrial Western Europe held up well last year at about the very high levels attained during 1960. There were noteworthy declines from 1960 to 1961 in the volumes of several raw materials supplied to Western Europe from the United States. These were largely offset by gains in shipments of capital goods, principally industrial machinery.

Nevertheless, in contrast to the strong stimulus to U.S. exports in 1960 from Western European economic expansion, it is noteworthy that total U.S. sales to Europe failed to show a new gain in 1961 despite continued internal expansion there. A further advance in total shipments last year to the Common Market countries largely reflected increased shipments to Italy, particularly of wheat in the first half-year. Exports to countries of the European Free Trade Association dropped appreciably in 1961. Sales to the United Kingdom alone declined about one-fifth from their value in 1960, to a considerable extent reflecting a reduction in inventories there.

Continued strong growth in the Japanese economy spurred our exports to that country last year. U.S. sales there increased by about one-third from 1960 to 1961. Gains ranged over a wide variety of products but were particularly pronounced for copper and steel scrap.

Exports to Western Hemisphere markets in 1961 exhibited only moderate changes from those of the preceding year. Shipments to Canada, however, picked up noticeably after July, reflecting the marked improvement in business conditions there. Sales to the Latin American Republics (excluding Cuba), which had been at a low level in the first half of the year, improved considerably. The pickup was particularly noticeable in Venezeula and Peru after mid-year. Shipments to Argentina and Brazil also expanded in 1961, apparently reflecting, in large measure, increased direct investment outlays there by American manufacturers. Exports to Cuba, virtually embargoed since October 1960, fell to less than $15 million in 1961 compared to $223 million in calendar 1960.

Although U.S. exports in the aggregate exhibited only minor change in value from 1960 to 1961, there were important shifts for various commodities. In 1960, sharply increased shipments of cotton, steel, aluminum, and aircraft, influenced by special price or other circumstances, had contributed substantially to the large rise in total exports that year. In 1961, however, our total foreign sales of these products receded. Meanwhile, gains continued in exports of machine tools, office appliances, and other machinery to Europe and Japan, reflecting the investment booms in those areas. In addition, wheat shipments were particularly heavy to the Mediterranean area in the early months of 1961 to supplement poor local crops.

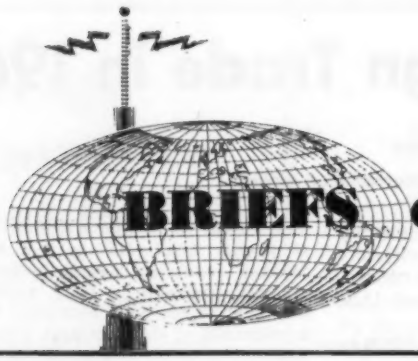
UNITED STATES imports in 1961, after slipping to relatively low levels in the first half of the year, rose strongly in the summer quarter. In the closing months of the year, as domestic

(See Survey, page 93)

New FCW Pagination

Beginning with the issue of January 1, 1962, Foreign Commerce Weekly adopted a new page numbering system as a convenience to its readers.

Pagination now is cumulative, beginning with page 1, for 6-month periods coinciding with the customary change in volume number.



A Weekly Roundup of Timely News Items Received From More Than 280 Foreign Service Posts

BRIEFS ON WORLD COMMERCE

- ARGENTINA.—Government has approved total of $387 million of foreign investment offers since passage of foreign investment law Dec. 4, 1958 to Nov. 30, 1961. Almost half the offers, by dollar value, are of U.S. origin. Principal categories of investment are: Chemicals and petrochemical industry—$118 million; automotive industry—$97 million; non-ferrous metals industry—$44 million. In 1962 foreign investments will shift to new categories. Prospects are especially favorable for investment offers in steel and housing construction.

  A 2% ad valorem tax has been imposed on merchandise imported into Tierra del Fuego and the Antarctic and South Atlantic island possessions of Argentina.

  Automotive industry produced 14,975 vehicles in Sept. 1961, bringing total for first 9 months of year to 99,354 units.

  Shipping conferences in continental Europe and U.K. have announced that freight rates on general cargo are to be increased $2.50 a ton due to congested Buenos Aires port situation.

- AUSTRIA.—To provide for estimated 6 billion kw. annual increase in electric power consumption in 1966–90 period, state-owned Verbund Concern is planning construction of additional powerplants on Danube and Drava rivers, to begin in 1963.

  City of Vienna and ALWEG Corp. have concluded agreement to construct a 4-km. experimental monorail at estimated cost of 170 million shillings (1 shilling= US$0.0389). If line is successful, Vienna plans construction of a complete 800-million-shilling monorail system.

- BELGIUM.—Construction of new locks and a canal at Lanaye, linking the Albert and Juliana canals, has shortened by 2 days transit time for barges up to 2,000 tons between Meuse and Rhine river basins.

- BERMUDA.—Imports of cabbage and grapefruit are prohibited until further notice.

  Daily conversion of 300–500,000 gallons of salt water into fresh water in a plant powered by garbage incineration to be undertaken by American Machine & Foundry Co. in Pembroke area, if Government approval given. Plan calls for later expansion of output to 1 million gallons, after additional water distribution pipes have been laid.

- BRITISH GUIANA.—Imports of fresh beef under specific license are likely to be allowed for some time because beef shipments to Georgetown and other coastal areas have been banned from Rupununi, country's major beef-producing region for at least 8 months, following verification of reports of hoof and mouth disease in that area.

- BRITISH HONDURAS.—A Development Finance Corp. has been set up by Government to expand and strengthen economy by providing development credits, promoting private investment, and undertaking economic and financial studies.

- CHILE.—IMASOL (organization of Chilean refiners of imported sugar) report an agreement to sign contract with Poland for purchase of 65,000 metric tons of unrefined beet sugar at US$59 a ton for delivery first half of 1962.

USSR commercial mission has arrived to negotiate purchase of 60,000 tons of copper (25,000 tons of semifabricated and 35,000 tons of blister, fire-refined or electrolytic) annually for 5 years in return for payment in hard currency.

- DENMARK.—Minister of Commerce submitted bill to Parliament last month providing for increase in ceiling for government export credit guarantees from 1.5 billion crowns to 2.5 billion (1 crown=US$0.145).

  Danish national account shows that gross national product for 1961 amounted to $6,440 million.

- DOMINICAN REPUBLIC.—President of Republic has promulgated law canceling all taxes on exports of coffee and cocoa. This action ends taxes described in Foreign Commerce Weekly of Oct. 2, p. 10, and Oct. 16, 1961, p. 24.

  Bill to restore all property forfeited to the state for political crimes has been passed (FCW, Dec. 18, p. 42). Where property has passed on to a third party, original owner will receive sum equal to value of property at time of confiscation.

- ECSC.—The High Authority of the European Coal and Steel Community forecasts that overall demand for coal will be 1% higher in first quarter 1962 than in same period 1961. . . . While EEC coal exports are expected to remain at same average quarterly level, imports are expected to increase, particularly in West Germany. Increase ascribed to large ex-quota amount of U.S. anthracite being shipped to U.S. forces in Germany.

- FINLAND.—Butter production by Finnish creameries totaled 73,021 metric tons in first 3 quarters of 1961, compared with 70,923 in 1960 period. Cheese production in same period totaled 25,618 metric tons, compared with 24,131 metric tons. Marked increase reported in domestic consumption of butter in Finland and sales of creamery butter in period Jan.-Aug. 1961 were 19% above like period of 1960. Sale of margarine in 1961 reported to have dropped by 28%.

- FRANCE.—Government increased legal minimum wage rates by 2.92% effective Dec. 1, 1961, raising minimum hourly rate for industry and trade wage earners in Paris area from 1.6385 new francs (about $0.33) to 1.6865 (about $0.34). Minimum rates proportionately less in provincial areas where in lowest zones they rose from 1.5075 new francs (about $0.31) to 1.5516 (about $0.32).

  Council of Ministers approved over $24 million for 1962 development work on French supersonic transport (SST). Both Government and industry officials estimate overall cost of producing a Mach 2 medium-range SST will be $240-400 million.

  Government announced that second TV network will begin operations Dec. 1963. Provision will be made for color telecasts. New network will complement existing network rather than compete with it, insofar as programming is concerned. No commercial advertising will be carried.

  Government-owned automobile firm, Regie Renault has signed contract with American Motors Corp. for European production and sale of the Rambler to be built in Belgian Renault factory. Production expected to begin early 1962, on the 'Classic' model. Some components will be furnished directly by American Motors, while Renault will make others. Renault will continue its own distribution system in U.S.

  French automotive engineering firm, Gregoire, has granted exclusive manufacturing license to Chicago Rawhide Mfg. Co., of Chicago, manufacturer of grease seals and gaskets, to manufacture its automotive atmospheric suspension system.

  Double cable under English Channel inaugurated recently through which exchanges of electric power between France and Great Britain will take place. Cables have capacity of 160,000 kw. of 200,000 v. direct current.

- INDIA.—World Bank announced $19.5 million loan to Indian Iron & Steel Co., Ltd., a private company, for foreign exchange costs of coal mine expansion and

construction of aerial ropeways for coal transport. Procurement on basis of international competitive bidding.

Beloit Iron Works, Beloit, Wisc., will supply machinery and equipment for new 50,000-ton paper mill under Export-Import Bank loan of $18.5 million to Orient Paper Mills, Ltd., Calcutta. Eastern Engineering Co., Atlanta, will supply technical and engineering services for plant.

- INDONESIA.—Indonesian film council has announced that 120 U.S. movies may be imported in year ending Sept. 1962. Other import quotas are Great Britain, 20; other European nations, 70; Japan, 36; Peoples Republic of China, 26; Hongkong, 15; and United Arab Republic, 10.

- IRAQ.—In accordance with terms of 1958 Trade Agreement, Iraqi-Czech Mixed Committee signed a protocol in Baghdad in December. Two points included were: Czech imports from Iraq to reach a total of 50% of Czech exports to Iraq and, Czechs to purchase dates and tobacco worth $500,000 and $280,000, respectively.

- ISRAEL.—Elco, Ltd., a private company, and Ran-Tadir, a firm in which Ministry of Defense participates, have been authorized by Ministry of Commerce and Industry to manufacture transistors.

  The Israel Petrochemical Enterprises, Ltd., a partnership of Haifa Refineries and foreign and local capital, will run a carbon black plant, which is expected to be completed by second half of 1963 with capacity of 9,000 tons of carbon black. Texas United Carbon Co. will supply patents and plant design. . . . I.P.E. also plans to construct 3 other plants to manufacture ethylene, polyethylene, and detergents in a $16-million industrial complex in Haifa. Partners in combine are Paz Petroleum Co. and 2 groups of oversea investors.

- ITALY.—Budget Minister Pella has given first Government forecast of 1961 economic results, stating that GNP rose 6.5% in real terms, slightly under 1960 increases but well above 5.5% annual average of past decade. Agricultural sector output increased 5% in contrast to 3% decline in 1960. Increase of 9% in industrial sector also highly favorable but below exceptional 13.5% increase in 1960.

  New car registrations totaling 698,861 in first 9 months of 1961, increased 13% over like 1960 period.

  Italian Association for Research Development in Machine Tools recently formed by group of manufacturers. Purpose is to stimulate scientific and technical development of machine tool industry mainly through expanded research programs.

- JAMAICA.—Establishment of a plant to produce chocolate-coated banana candy for local and U.S. markets under investigation by U.S. and Jamaican interests.

- LEBANON.—Lebanese and Japanese bankers planning to establish jointly-owned development bank incorporated in Beirut, with associated development banks in other Arab countries and West Africa. Most funds for longterm financing will be obtained by selling debentures.

- NEPAL.—West Germany to provide equipment and technicians for telecommunications, electrical and motor-vehicle maintenance, and pipe fitting and plumbing workshop at cost of $427,000. United States will contribute $73,000 for FY 1962.

  Nepal Industrial Development Corp. approved following subloans from $400,000 DLF loan: Shri Raghupati Jute Mills, Ltd., Biratnagar ($254,000); smaller loans for 2 proposed hotels, sugar mill, and brick and tile works.

- NETHERLANDS.—New set of regulations on margarine, replacing those dating from 1925, were published Dec. 12, 1961, specifying by name the types of emulsifiers, fats, solvents, colorings, seasonings, and aromatics which may be used in manufacturing.

- NORWAY.—Bergens Privatbank, third largest commercial bank in Norway and traditional negotiator of U.S. loans to Norway, has announced plans to establish

a subsidiary company in U.S., Norse-American Financial Corp., to act as intermediary between U.S. lending institutions and Norwegian municipalities, provinces, and power authorities for longterm loans up to $10 million each.

Askim Gummivarefabrikk, sole Norwegian tire producer, has concluded agreement with Firestone International Co. of Akron to manufacture Firestone tires at its Askim plant.

Norwegian Storting voted unanimously to increase import tax on automobiles by 600 crowns (1 crown=US$0.141), effective Dec. 1, 1961. Since new import tax will also raise sales tax, all automobiles will cost about 670 crowns more. Tax to remain in force through 1962.

Final section of North Norway railway line to Bodo recently completed, giving this important seaport its first direct rail link with south. Line open for freight traffic. Passenger service expected to begin in early 1962.

- PARAGUAY.—Danish SCANSA Line, one of 2 shipping lines providing direct service between Asuncion and U.S. east coast ports has suspended operations in Paraguay. Only remaining direct shipping services between these points are provided by Netherland-owned Holland-Pan American Line.

- PERU.—Government has exempted empty bags and sacks of jute and similar fibers (Peruvian Tariff numbers 2034 and 2034-A) from the 50% surcharge imposed by Law 12995.

  Law 13748, promulgated Dec. 6, extends to June 8, 1964, the authorizations given Executive Branch in 1957 and 1958 to impose 50 or 200% surcharges on the specific portion of import duties.

- SWEDEN.—Preliminary Swedish foreign trade statistics show that Swedish imports from United States in 8-month period Jan.-Aug. 1961 had total value of 1,119.7 million crowns (one-twelfth total imports) compared with 1,151.8 million crowns (1 crown=US$0.193) for like period of 1960. Sharp decline in imports of food, chemicals and chemical products, iron and steel, and vehicles and transport equipment contributed to drop.

  Production of iron ore in first 3 quarters 1961 totaled 17,259,000 metric tons and exports to all countries amounted to 15,900,000 metric tons. Ore production in 1962 may be less because recent contracts concluded with West German and Belgian buyers call for slight reductions in deliveries.

  Swedish Riksdag passed Government's tax bill on Dec. 14, 1961, which provides for increase in general turnover tax from 4.2% to 6.4% and higher taxes of gasoline and motor fuel but lower direct taxes and greater child allowances.

- SWITZERLAND.—Swiss application for full and definitive membership in GATT was rejected on Dec. 8, principally because of Swiss agricultural policy. However, Swiss provisional accession, scheduled to expire at end of 1961, was extended until Dec. 31, 1964.

  Minister of Agriculture of Dahomey has signed agreement with Swiss Foundation for Assistance to Technical Development to set up a technical development center in Dahomey. Major work of center will be to train young Dohomans in use of modern agricultural implements and machinery.

- TAIWAN.—Representatives of Taiwan Television Corp. and 4 Japanese companies (Nippon Denki, Hitachi, Toshiba, and Fuji) have signed draft contract to establish first commercial TV network in Taiwan. Taiwan firm has been capitalized at NT$30 million (US$750,000), with NT$18 million contributed by local government and private interests and NT$3 million each from the Japanese firms.

  Third unit of Shen Ao thermal powerplant, rated at 140,000 kw., has been completed. Operations are expected to begin early in 1962.

- TURKEY.—New coalition Government has signed first agreement under PL 480 program, calling for 35,000 tons of soybean oil, 15,000 tons of cottonseed oil, and 20,000 tons of fat to be imported for manufacture of margarine and soap.

Trade List Series Provides Leads For U.S. Machine Tool Exporters

LEADS to potential customers and agents abroad for U.S. firms in the machine tool field are published in a special series of Trade Lists. Pertinent marketing information is included to help businessmen determine the most promising possibilities for export sales.

The series, entitled *Machine Tools, Dies, Other Metalworking Machinery, and Industrial Furnaces—Importers and Dealers*, is issued by the Bureau of International Business Operations. It is one of four specific classifications introduced in 1961 to replace the former general listings of Machinery—Importers and Dealers (see FCW, Nov. 13, 1961, p. 7, for a description of the series on Farm Machinery and Equipment—Importers, Dealers and Manufacturers).

Each Trade List in the Machine Tool series covers one country. It gives the names and addresses of importers, dealers, and agents handling power-driven machine tools of the metal cutting and metal forming types; special dies and tools, die sets, jigs and fixtures; machine tool accessories and measuring devices; other metalworking machinery, including rolling mill machinery and equipment, power-driven hand tools, welding equipment, wire fabricating machinery and equipment, and automotive maintenance machinery and equipment; industrial process furnaces, ovens, induction and dielectric heating equipment and related devices; and replacement parts.

The relative size of each firm is shown, as well as the products handled, territory covered, and number of traveling salesmen employed.

Export Outlook Discussed

As a guide to U.S. businessmen who are exploring export markets for machine tools, the outlook in 22 countries is summarized below. The comments are taken from the basic trade and industry data supplied in the Trade Lists published to date in this series.

● **Austria.** Import statistics include about 90% of the items covered by this Trade List. In 1960, the total value of these imports amounted to $45.5 million, 44% of which originated in West Germany and 32% in the United States. Imports from the United States consisted mainly of rolling mill equipment. U.S. grinding machines, gear cutters, and presses also found a ready market in Austria.

● **Belgium.** Market needs are smaller than those of other European countries as many fundamental sectors of the Belgian economy—steel industry, coal mines, chemical industry, glass industry, and concrete—are not using a great number of machine tools. Another reason for the smaller Belgian consumption of machine tools, as compared with other European countries, is the fact that Belgium has neither an automobile construction industry nor, in general, industries for mass production of consumption goods.

Belgian businessmen are looking forward to improving and enlarging their production program; some have made arrangements with foreign specialists for the manufacture of certain machine tools under licensing agreements.

Belgian imports of metalworking tools in 1960 were valued at 643 million Belgian francs as compared with 535 million in 1959 (1 franc=$0.02).

● **Costa Rica.** Total requirements for machine tools, dies, and other metalworking machinery and industrial furnaces are met through import channels. Imports in 1959, the latest year for which detailed statistics are available, amounted to approximately $525,000, about 58% of which represented imports from the United States. Chief competing countries were West Germany, England, and Japan.

● **Denmark.** Principal imports in 1960 were lathes, drilling machines, milling machines, and other types of metalworking machinery. The Federal Republic of Germany, Sweden, the United Kingdom, and the United States were the main suppliers.

● **France.** The country is still heavily dependent upon foreign suppliers for some of its machine tools, although purchases abroad are on the decrease. Metalworking machine tools are imported chiefly from Western Germany, the United States, Switzerland, Great Britain, and Italy.

The following types are imported principally from the United States: Grinding machines, all types and sizes, with or without a micrometric regulation system; mechanical presses and shears; automatic lathes weighing over 3,000 kilos (1 kilo=2.2046 lb.); specialized milling machines for milling keyways and grooves; and gear cutting machines.

● **Guatemala.** There is no manufacture of machine tools, dies, or metalworking machinery in Guatemala. The United States has traditionally been the principal supplier of these goods. Imports of metalworking machinery, molds and dies, metal cutting tools, accessories, and other tooling, totaled $239,603 in 1959 and $448,961 in 1960, an increase of 87.4%. The U.S. share, however, dropped from 44.2% in 1959 to 35.2% in 1960.

● **India.** With the rapid industrialization, the demand in India for machine tools, dies, other metalworking machinery, and industrial furnaces has substantially increased. Imports during the fiscal year April 1960-March 1961 were approximately 29.4% higher than the previous year. West Germany was the largest source of supply, followed by the United Kingdom and the United States.

Items imported cover a broad range of tools, including horizontal, universal and jig type boring and drilling machines; grinding machines; capstan and turret lathes; milling, planing, slotting, and shaping machines; mechanical and hydraulic presses; shearing and bending machines; welding equipment and gas cutting machines; diecasting, forging and molding machines; rolling mills; wire drawing machinery; and other metalworking machinery and components.

● **Indonesia.** There is at present a limited but lucrative market for machine tools, dies and molds, and other metalworking machinery in this underdeveloped nation of over 90 million people. The country is still far from achieving the stage of self-sustaining economic growth. Indonesia's 8-year plan, officially underway since January 1961, emphasizes industrial projects in its later years. Success depends upon mammoth amounts of long-term credits and technical aid from abroad.

All machine tools are imported. Principal sources of 1960 imports were West

DEPARTMENTS

Commodity News	98
Economic Conditions Abroad	89
Fairs and Exhibitions	97
Foreign Government Actions	95
Investment Opportunities	88
Transportation and Utilities	99
World Trade Leads	70

Germany (24%), Japan (23%), the United States (16%), and the United Kingdom (14%).

Japan's share of the Indonesian market for machine tools has grown in recent years, partly because of lower prices. Among local technical personnel U.S. equipment has a high reputation that frequently can outweigh price considerations. The local market requires both vigorous agency representation on the scene and close attention by the U.S. exporter, preferably including visits to Indonesia.

● **Iraq.** Machine tools, dies, other metalworking machinery, and industrial furnaces are not produced in Iraq except for certain simple tools made in small quantities from imported materials. All requirements are imported, with the United Kingdom, West Germany, and the United States the principal sources of supply. Imports from the United States in 1959 included light metalworking machinery, threading taps and dies and other cutting tools, industrial furnaces and ovens, power-driven hand tools, and welding equipment.

● **Italy.** Imports of machine tools, both of the metal cutting and forming type, totaled $39.2 million in 1960. They consisted in general of special items or machinery not produced by the domestic industry. Principal items were lathes; planing, slotting, and shaping machines; drilling and tapping machines; boring machines; milling and milling-planing machines; gear cutting machines; grinding, polishing, honing, and lapping machines; presses and power hammers, machinery for working of steel plates, shapes, tube, strip, and wire. West Germany was the leading supplier of these imports with $9.3 million; the United States was next with $7.2 million.

Imports of cutting tools and special tools and dies (reamers, drills, milling cutters, hobs, broaches, dies, punches, and molds) were valued at about $6.65 million. West Germany was again the chief source; the United States supplied about $340,000 worth.

The United States was the major supplier of rolling mill equipment, accounting for $2.7 million of the total imports of $7.2 million.

Imports of industrial process furnaces and ovens and induction and dielectric heating equipment were valued at $1.46 million (about $600,000 of which consisted of components). These items were mostly from West Germany; the U.S. share was about $80,000.

● **Lebanon.** Precision dies and molds, as well as the country's entire requirements of machine tools, metalworking machinery, and industrial furnaces, are imported. Imports from the United States in 1959 included miscellaneous light machine tools, pneumatic tools, and foundry equipment.

● **Mexico.** The rapid growth of industrialization in Mexico has made it a reliable market for machinery of all types over the past few years. Though the domestic Mexican industry manufactures an increasingly wide range of production machinery, practically no machine tools of the type covered by this Trade List are presently produced. The only exceptions are small drill presses up to ½ inch, some machinery for bending light gage metal, and some small tools and dies.

With the drive toward industrial self-sufficiency continuing, imports of machine tools may be expected to increase. Mexicans know and prefer U.S. machinery, and the country will continue to be a good market for U.S. machine tool manufacturers if they are willing to meet the energetic competition of foreign manufacturers in terms of cost, adaption of the machinery to the Mexican scale of production, credit terms, and post-sale service to the customer. These factors are earning foreign firms an increasing share of the market.

● **Morocco.** This agricultural and mining country is only beginning to industrialize. It depends almost wholly at present upon imports from Europe in general and France in particular. The United States supplied only 3.8% of the value of the machine tools imported in 1960.

● **Nicaragua.** Small bench lathes and drill presses are the only types of machine tools ordinarily carried in stock by local representation houses. A few trial orders of larger and more complicated equipment have been placed in the past, but stock turnover was quite slow and most companies now will order only in response to specific customer requests. Purchases are primarily from the United States and Western Europe.

The present demand is small, but local agents and distributors say there is a noticeable year-to-year increase, and some additional stimulation of demand is expected with Central American economic integration.

● **Pakistan.** During 1959 and the first half of 1960, the following items generally used in metal shops and engineering plants were imported: Lathes, drilling machines, planing machines, other light machine tools, and metalforming machinery. Major suppliers were the United Kingdom, the Federal Republic of Germany, Japan, France, and the United States.

● **Paraguay.** All raw material, machinery, and equipment for the metalworking industry is imported. Imports are very small except when there is a large scale project, such as construction of the Asunción waterworks or special investment activity such as petroleum exploration. It is expected, however, that the market for metalworking machinery and equipment will increase in the future as the country develops.

● **Peru.** The country's total volume of imports of machine tools, tools and dies, other metalworking machinery, and industrial furnaces in 1960 increased approximately 46% over 1959. Increases by main groups were as follows: Power-driven machine tools of the metal cutting and forming types, special dies and tools, die sets, jigs and fixtures, 60%; machine tool attachments, accessories and replacement parts, precision measuring tools, 80%; power-driven hand tools, 20%; industrial process furnaces, ovens, and induction and dielectric heating equipment and related devices, including replacement parts, 30%. On the other hand, 1960 imports of molds for use in the foundry industry dropped 50% as compared with 1959.

The United States continued to enjoy market preference, followed by Germany, Great Britain, Sweden, and France. Peru's expanding market for these products is expected to continue to increase because of the needs of the metalworking industry which has attained a progressive expansion, particularly the steel fishing vessel construction industry.

● **Portugal.** Local production of machine tools of the metal cutting and forming type, special dies and tools, machine tool accessories and measuring devices, and other metalworking machinery, has progressed slowly and is confined mainly to replacement parts. Portugal largely depends upon imports for its requirements.

● **Republic of South Africa.** The only machine tools made in the country are the simpler types or certain special purpose machines not readily obtainable overseas. Trade sources indicate that the value of domestic manufacture is much smaller than that of imports. The main sources of machine tools imported in 1960 were the United Kingdom, West Germany, Belgium, and the United States. About one-fourth of these imports were lathes.

● **Switzerland.** The manufacture of metalworking machinery and machine tools is one of the most important industries in Switzerland, and its range of products is large. Machine tools are principally imported from West Germany, the United States, and Great Britain, while exports go mostly to Great Britain, France, and West Germany. In accordance with the traditional principles of Swiss industry, the machine tool builders have concentrated on the production of precision products.

● **Trinidad.** Machine tools for cutting metals (boring, drilling, milling, planing, grinding, and gear cutting machinery) and metalforming machinery (rolling mills, forging, wire drawing, bending and forming machinery, and foundry equipment) can be imported under open general license. However, goods from the

(See Series, page 80)

Foreign Governments Call for Bids

Requests Include X-Ray Equipment, Meat Grinder, Tires, Heifers

SEVERAL foreign governments, through their authorized procurement agencies, invite U.S. suppliers to bid on a wide variety of goods. Bidding instructions, specifications, and other pertinent data are available on items indicated by a star (★).

Material may be borrowed from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-2381. When requesting information, state date of magazine in which bid invitation was announced, as well as item, tender number, purchasing agency, and country.

Argentina

Construction and mounting of 250-ton-an-hour **purification plant** for Río Turbio coal fields; Jan. 25. Yacimientos Carboníferos Fiscales, Avenida Roque Saenz Peña 1190, Buenos Aires.★

Australia

Bid deadline for electrically operated **belt conveyors** extended from Jan. 30 to Feb. 5 (See FCW, Oct. 30, 1961, p. 9).

Total of 200 miles of .175 sq. in. **copper equivalent S.C.A. conductor**; Feb. 7. Townsville Regional Electricity Board, Queensland.★

Burma

Pipes, mild steel and galvanized iron, various diameters, standard length; Jan. 21. Cement Mills (Industrial Development Corp.), Thayetmyo.★

Design, supply, construction, and initiation of a complete **molasses alcohol distillery** to produce 4,000 gallons of alcohol per 24 hours; Feb. 28. Specifications and tender documents available for £5 or 70 kyats ($14) from Office of the Director, Alcohol Division, Burma Pharmaceutical Industry Board, Gyogon.

Ceylon

Total of 275,000 **ethionamide tablets** (250 mgm.); March 6. **Forceps** and **scissors** for surgery; March 20. **X-ray films** and **chemicals** for their development; March 27. Ministry of Health, Colombo.★

Tipping rail cars, suitable for carrying logs, **fork lift trucks**, **chain crosscut saws**, **tractor** and **trailer** suitable for timber; Feb. 27. Ministry of Agriculture, Land, Irrigation, and Power, Colombo.★

Greece

Aluminum in ingots (20,000 kg.), **bronze** in ingots (45,000 kg.), and white **anti-friction metal** (6,000 kg.); Feb. 3. State Purchases Directorate B, 50 Socratous St., Athens.★

Alkaline battery (110-v., 200-ah.), Jan. 31; 20,000 **insulators** of various types, Feb. 6; **underground cable** (10,000 meters 15 kv., 3 x 150 sq. mm.; 5,000 meters 1KU, 4 x 95 sq. mm.) and **accessories**, Feb. 8; and 500,000 **electric detonators**, Feb. 10. Public Power Corp., 30 Chalkokondyl St., Athens.★

Distribution pillars, 62 l.t. and 72 6.6 kv., Feb. 6; 6.6 kv. **metal-clad switchgear** and 6.6 kv. **oil circuit breakers**, Feb. 7; and 85 **distribution transformers** (20 600 kv.-a., 20 kv.-a., and 45 200 division); 4 Korai St., Athens.★

X-ray equipment; Jan. 25. Social Insurance Institute, Supply Department, 8 Aghiou Konstantinov St., Athens.★

Battery chargers, 70; Jan. 26. Greek Telecommunications Organization, 4 Sophocleous St., Athens.★

Medical equipment (cardiosurgical and pulmonary equipment, as well as general surgical equipment); Jan. 31. AHEPA General Hospital, Thessaloniki.★

Dynamite caps, 2 million; Jan. 31. Ministry of Defense, Athens.★

Underwater television system, estimated value, $7,000; tender DMPM-111; Feb. 2. **Ferric chloride** (50,000 kilograms), estimated value, $8,000; tender DEPM-1005; Feb. 9. **Dynamite** (125,000 kilograms), estimated value, $51,000; tender YL/LA/944; Feb. 14. Public Power Corp., 30 Chalkokondyli St., Athens.★

One **diesel mobile crane**, estimated value, $15,000; tender 850; Jan. 26. One **diesel crawler trencher**, estimated value, $15,000; tender 846; Jan. 29. Greek Water Co., 4 Kolokotroni St., Athens.★

Iraq

Meat grinders for institutional kitchen use, 200 required; Feb. 14. **X-ray units** and **accessories**; Feb. 19. Trailer mounted **water purification sets**; Feb. 5. Total of 12 **Coventry Victor pumping sets**, 50 "flexible drives," 500 **hoses**, and 100 **water testing and sterilizing cases**; Feb. 7. Ministry of Defense, Baghdad.★

Total of 200 **tires** (1,000 x 20, 14-ply nylon) and **tubes**, also 150 **tires** (1,100 x 20, 14-ply nylon) with **tubes**; no closing date given. Quote c. & f. Mosul. Further information obtainable from Hussein Abdul-Al, Director General, Government Purchasing Administration, Baghdad.

Sewage system clearance and maintenance equipment, including 2 3-ton trucks; March 6. Tender documents available from Office of the Director General, Sewerage Board, Saadun St., Baghdad.

Sommerfield track, linking bars, pickets, buckles; Feb. 12. Director of Contracts & Purchases, Ministry of Defense, Baghdad.★

Korea

Supply of 7,892 meters (1 meter=39.37 in.) of 22 kv. **underground power cable** Type SLL, 84 **straight joint boxes**, and 8 sets of **cable potheads**; bid invitation 115; Jan. 26. Foreign Materials Procurement Section, Korea Electric Co., Seoul.★

Total of 130 Holstein heifers, for dairy herd; invitation KFX-1020-S; Feb. 2. **Cigarette packing machines, tobacco dryer, cooling plant, AC generator, geared machine** for passengers and freight; invitation KFX-1021-S; Feb. 9. Fully equipped PABX **telephone system**, with numerous accessories; invitation KFX-1022-S; Feb. 6. Director, Office of Supply (OSROK), Government of the Republic of Korea, Seoul.★

New Zealand

Paper for printing, writing, or chart-making, and **cardboard index boards**; Jan. 24. Tender P & S. 3906. **Paper** for lithography, **bond paper**, colored **writing paper**; Feb. 7. Tender P & S. 3924.

Copies of tender documents and specifications are available from New Zealand Senior Trade Commissioner, 1145 19th St., NW., Washington 6, D.C.

Deadline for bids on 25-ton **crane** (tender S.M.Q. 6811) extended from Jan. 24 to Feb. 14. (See FCW, Dec. 25, 1961, p. 9.)

Syria

Deadline for bids on modern **cereal mill** extended from Dec. 12 to Jan. 25. (See FCW, Nov. 20, 1961, p. 8.)

Short Bid Deadlines

Notice of opportunities to bid are published as soon as possible after they are received; the deadlines, however, frequently are short. U.S. firms desiring to compete on short deadline bids may wish to cable the contracting office and request an extension.

Some importers abroad will accept cable bids, if cable states price and that a formal bid has been air mailed. Sending tenders by air rather than regular mail may ensure being on time.

Information on bids, even though the bidding periods are short, has proved useful to many U.S. firms interested in subcontracts or in planning future sales development.

Australia Government Asks Bids for Boiler, Generator

An Australian Government organization has invited bids for a boiler and a turbo-generator.

The State Electricity Commission is inviting bids on behalf of the Capricornia Regional Electricity Board in connection with construction of the Calcap Power Station at Callide, Queensland.

Specification CC/1 covers supply, delivery, erection, testing, putting into service, and maintenance of a 300,000-pound-an-hour boiler with its associated pulverized fuel firing equipment, draft plant, and dust collecting equipment. Bid deadline is 3 p.m., March 21.

Specification CC/2 covers supply, delivery, erection, testing, and putting into operation a 30,000-kilowatt turbo-generator. Bid deadline is 3 p.m., March 28.

The boiler and the generator will be the first units to be installed in the power station. The Commission will soon be calling for tenders under Specification CC/3 for the complete Calcap Power Station project.

This will cover all engineering services associated with design, preparation of specifications for all plant and equipment (other than Specifications CC/1 and CC/2), and administration and supervision of all contracts for the power station.

It will include the provision and maintenance of site services as defined in Specifications CC/1 and CC/2, plus construction works not provided in the plant and equipment contracts.

All three specifications will be administered and organized integrally with one another; a single firm may be awarded more than one contract.

Copies of Specifications CC/1 and CC/2 are available on loan from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C. A copy of Specification CC/3 is expected shortly.

Copies of all specifications will be available for inspection at the offices of the Australian Government Trade Commissioners in New York, Chicago, and San Francisco, and may be purchased from the State Electricity Commission of Queensland, 447 Gregory Terrace, Brisbane, Australia, for $112 for the first three copies of each, together with relevant schedules, and $22.40 for each additional copy.

U.S. exports of barley in July-October 1961 totaled 271,000 tons—58% less than the 652,000 shipped in the like period of 1960, according to the Foreign Agricultural Service.

Trade Missions To Report Findings At Conferences in Several Cities

OVER 1,000 specific business proposals developed by U.S. trade missions to five countries will be disclosed at a series of all-day conferences in seven cities. The meetings will be held this month and next.

Countries visited by members of the missions include Peru, Ecuador, Chile, Nigeria, and Pakistan.

The opportunities to sell, buy, and invest in all three Latin American countries visited will be presented at conferences in Miami and Los Angeles on January 17 and February 16, respectively.

The Mission to Chile will also report its findings separately in Dallas on January 19; the Mission to Peru-Ecuador will similarly appear in St. Louis on February 13.

A Special Supplement covering the visits to Chile and Ecuador appears in this issue of Foreign Commerce Weekly. A similar report on the Mission to Peru was published in FCW, January 8.

Members of the missions to Nigeria and Pakistan will participate in joint conferences in Baltimore on January 30, in Boston on February 1, and in San Francisco on February 21.

In addition to reporting the specific opportunities, the mission members will give first-hand appraisals of the investment climate and the markets for consumer and industrial goods in the countries visited.

The businessmen members of the missions also will be prepared to answer questions from the floor, and will be available for private consultation with businessmen interested in trading or developing other business relations with these countries.

Each conference will be highlighted by a luncheon featuring a speaker prominent in government or industry.

Further information is available from the nearest U.S. Department of Commerce Field Office or from the Trade Missions Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

Portugal Exporters Listed In Multi-Lingual Directory

The *Export Directory of Portugal—1960*, which is indexed in five languages, contains alphabetical and classified lists of exporters in Portugal and Portuguese possessions.

This 580-page directory contains an alphabetical list of firms with their addresses and the products exported, an indexed section in which firms, with their addresses, are grouped under numbered commodity headings in five languages, and sections on ministries and official bodies, the Portuguese diplomatic and consular service, banks, ports, Portuguese information bureaus in foreign countries, and the country, its geography, economic structure, and foreign trade.

The directory is published by Interprop (Sociedade Propaganda Internacional de Produtos Portugueses, Lda.), Avenida Infante Santo 56-2°, Dto., Lisbon 3, an official Government organization, in collaboration with the Ministry of Commerce through the Fundo da Fomento de Exportacao.

Price of the volume is 160 escudos (approximately $5.60), plus postage; copies may be purchased from the publisher or Casa de Portugal, 447 Madison Ave., New York 22, N.Y.

Copies are available for reference in the Chicago and New York field offices of the Department of Commerce and the Commercial Intelligence Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington, D.C.

Costa Rica Invites Tenders For Building Materials

Costa Rica has invited bids for various types of building materials.

Tender 289 calls for 868,400 pounds of steel reinforcing bars, in two sizes and weights, and 21,000 pounds of No. 16 black tie wire. Bid deadline is January 23.

Tender 290 calls for 124,000 bags of gray cement. Deadline is January 23.

Tender 291 calls for 161,400 feet of galvanized iron pipe, in various diameters. Deadline for bids is January 24.

Tender 292 calls for pipe accessories and fittings. Bid deadline is January 24.

The bids have been invited by the Instituto Nacional de Vivienda y Urbanismo, Sección de Proveeduría, P.O. Box 2534, San José.

The projects are financed by the Inter-American Development Bank. Specifications are available from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

Bid Invitations on DEVELOPMENT LOAN FINANCED PURCHASES

Lending functions of Development Loan Fund transferred to AGENCY FOR INTERNATIONAL DEVELOPMENT (AID) U.S. Department of State

Foreign borrowers under U.S. Development Loans invite tenders, either directly or through their authorized agents, covering loan financed purchases.

Supplementary information, as indicated by a star (★), may be obtained on loan by firms domiciled in the United States from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WOrth 7-2277 in Washington.

India

Machines required for the manufacture of paper insulated tabular capacitors for radio industry. Delivered at Poona. NSIC/HP/2B-2320/61.

Horizontal surface grinder with standard equipment, supply with electricals on 440/3/50 cycles, a.c. mains, maximum grinding length, maximum grinding width. Delivered at Sealdah, E. Rly. NSIC/HP/2C-922/61.

Sixty tons cold chamber **die casting machine** for semi-automatic working with aluminum, copper, magnesium, and zinc base alloys, with oil hydraulically operated toggle die lock. Delivered at Bombay or to Wadi, Bunder C. Rly. NSIC/HP/2B-2325/61.

All above equipment for Loan 144; worldwide. February 2. The National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.★

Materials for pizometer installation in connection with construction of Umiam Hydroelectric Project, Assam. Purchase likely to be made with AID financing. Loan 141; **U.S. source.** Ref. BP/BI/61-ST42/9251. Jan. 23. The Chief Engineer (Civil), Assam State Electricity Board, Shillong, Assam, where quotations are to be sent directly. Specifications.★

Spring steel sections, 2,500 long tons. DLF(A)/T/13A/90. **Billets,** 3,000 long tons. DLF(A)/T/13A/91. Loan 13A; worldwide. Jan. 23. Government of India, Ministry of Steel, Mines, & Fuel, Iron & Steel Controller, 33 Netaji Subhas Rd., Calcutta 1. Copies of detailed specifications, terms, and conditions may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C.★

Spare parts for caterpillar, or equal, **earth-moving machinery,** in connection with construction of earth dam under Umiam Hydroelectric Project. Loan 141; **U.S. source.** Ref. BP XI/61/ST-49/-9369. Jan. 31. The Chief Engineer (Civil), Assam State Electricity Board, Shillong, Assam, where quotations should be sent directly.★

Steel, 2,500 tons. Loan 13A; worldwide. Specification M10-49. Feb. 4. Government of India, Ministry of Railways, (Railway Board). Copies of detailed specifications may be obtained from the Commission General for Economic Affairs, India, 2342 Massachusetts Ave., NW., Washington 8, D.C.

Expanded metal press, width of sheet iron plates up to 5mm.; thickness of sheet metal up to 2,500 mm.; length of sheet iron plates up to 3,000 mm.; depth and width of meshes, 100 x 250mm.; upper knife for every mesh shape. Delivered at Howrah. Loan 144; worldwide. NSIC/HP/2C-753/61. Jan. 25. The National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.★

Capstan lathe with dial change headstock; 24 x 8 in. Universal **precision tool and cutter grinder.** NSIC/HP/2C-940/61.

Capstan lathe, Brown & Ward (or equal), ⅞ in. automatic bar machine. Delivered at Howrah Station. NSIC/HP/2C-935/61.

Plant for rubberized coil mattresses and upholstery materials. Delivered at Sakhigopal, S.E. Rly. NSIC/HP/2C-887/61.

Mechanical press brake combined with guillotine shear, 3-phase a.c./motor 220/380 or 400/440-v., 50-cycle. Delivered at Howrah. NSIC/HP/2C-924/61.

Pressure regulation roller leveller, 1¾ x 54 in., complete with suitable electrical equipment. Delivered at Bombay. NSIC/HP/2B-2334/61.

Equipment in preceding five paragraphs for Loan 144; worldwide. Jan. 29. The National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.★

Wire-drawing machine to draw wires in different gages from mild steel, as well as high carbon. Loan 157; **U.S. source.** Ref. 41(323)/61-AID. Jan 29. The Indian Steel Rolling Mills, Ltd., Oriental Bldgs., Armenian St., Madras 1. Cable Address: ISROMIL, Madras.★

South Bend precision turret lathe, 13 in. x 7 ft., complete with regular equipment consisting of Universal carriage, double tool slide, front and rear tool blocks, power feed turret, quick change box, oil pan, coolant return troughs, wrenches and installation plan, and accessories. Loan 157; **U.S. source.** IL#EI/GL/MTC/134/DLF/361. Ref. 41(395)/61-AID. Jan. 19. Jayems Engineering Co., Warden House, Sir P. M. Rd., Bombay.★

M. S. plates, required for construction of underground and overground tanks for storage of petroleum products, 1017.43 M/tons. Loan 159; **U.S. source.** IL#BOM/IL/C/I&SC/MAH/1201/4712/OM/61/62. Jan 18. Standard-Vacuum Oil Co., P.O. Box 355, Bombay 1. For further clarification interested suppliers should contact Standard-Vacuum Oil Co., Purchasing Department, P.O. Box 8200, White Plains, N.Y., where all quotations should be submitted.★

Bright **mild steel strip,** chemical composition to Bs 970: En 32. Thickness of strip 7 SWG (0.176 in.), width of strip 2¾ in., 17 M/tons, edges to be rotary sheared of strip 6 to 8 ft. long, hardness quarter hard, properly oiled and wrapped; cold rolled hard bright **shim of mild steel,** width of strip, 2¼ in., strips to be in small coils of about 120 lb. in weight, properly oiled and wrapped; 38 SWG, 400 lb.; 32 SWG 500 lb.; 28 SWG, 600 lb.; **spring steel wire** 30 SWG, 1.5 M/ton. Loan 159; **U.S. source.** IL#SID/IL/C/DW/Oct. 60-March 61/1985. Jan. 22. The Milton Cycle Industries, Ltd., Sonepat (Near Delhi).

Complete **demineralization plant** for Amarkantak (Birsinghpur) Thermal Power Station. Loan 191; worldwide. Specification Project AK-20. Jan. 24. Superintending Engineer (Projects), Madhya Pradesh Electricity Board, where quotations are to be sent directly. Copies of specifications may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C.

Israel

Complete **hot water system** from central steam boiler to heat various machines in plywood factory. Network to be made up of double supply system—high pressure system of 15 atm. for machines that require heat up to 200° centigrade, and second parallel 5 atm. for machines that require heat up to 140° centigrade. Central supply system must be via hot water and not steam. Temperature variations must be limited to plus or minus 10° centigrade. Loan 66A; worldwide. Sub-Authorization 66A/416. Tenders should refer to this S/A number and be prepared on basis of f.a.s. U.S. port of exit or f.o.b. European port. Delivery desired by March 1962. Prices should be itemized and show both trade and cash discounts. Suppliers may devise their own forms for submitting tenders to buyer, in duplicate. Jan. 25. Government of Israel Supply Mission, 850 Third Ave., New York 22, N.Y., Attention N. Nisen.★

Turbine for well pump, Specification

H.T.M. 7792, Well Maanit 5A; vertical bowl assembly. Loan 126; **U.S. source.** Sub-Authorization T3109. Jan. 30. Government of Israel Supply Mission, 850 Third Ave., New York 22, N.Y., Attention: N. Nisen. Tenders should refer to S/A number, be prepared on the basis of f.a.s. U.S. port of exit. Delivery desired by March/April. Prices should show both trade and cash discounts. Suppliers may devise their own forms for submitting tender to buyer, in duplicate.★

Electric C-weld tubing, about 15,000 ft., flash removed both in and out, in lengths of 20 feet with permissible allowance of 5% shorts, but not shorter than 12 feet, as follows: 2 in., 500 ft.; 2½ in., 7,500 ft.; 3 in., 2,000 ft.; 3½ in., 5,000 ft. Sub-Authorization I/L1191358.

Caterpillar, or equal, No. 955 Traxcavator, 3K-3608, with **side dump bucket,** 3K-7232, **Bucket teeth,** 2K-4819, **front pull hook,** 3B-2665, **hydraulic valve** 3K-5194; **lighting system,** 3K-4712; **radiator core,** 5M-4021. Sub-Authorization 790/1/30.

Autocar DC-9564 chassis. Sub-Authorization 790/1/27.

Equipment in preceding three paragraphs for Loan 214; **U.S. source.** Jan. 30. Government of Israel Supply Mission, 850 Third Ave., New York 22, N.Y. Tenders should refer to S/A number, be prepared on basis of f.a.s. U.S. port of exist. Delivery desired by March/April. Prices should be itemized, show both trade and cash discounts. Suppliers may devise own forms for submitting tender to buyer, in duplicate.★

Taiwan

Soap-making equipment. Loan 113; **U.S. source.** Amount of credit, $86,600. Project DLF-SL-B-026. Feb. 2. Namchow Chemical Industrial Co., Ltd., c/o China Development Corp., 181-5 Chung Shan Rd. N., 2nd Sec., Taipei, where interested suppliers should apply for further information.★

Air-conditioning equipment. Loan 113; **U.S. source.** Amount of credit, $83,790. Feb. 2. Sinkong Spinning Co., Ltd., c/o China Development Corp., 282-5 Chung Shan Rd. N., 2nd Sec., Taipei, where interested suppliers should apply for further information.★

Thailand

Pole line hardware. Loan 19; worldwide. Invitation PDC-MEA-098. Feb. 6.

Service drop cable and aluminum conductor. Loan 19; worldwide. Invitation PDC-MEA-099. Feb. 9. **Lightning arresters** and **insulators.** Loan 19; worldwide. Invitation PDC-MEA-110. Feb. 12. Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Complete copies of invitations to bid are available from Financial Counselor, Embassy of Thailand, 2490 Tracy Place, NW., Washington 8, D.C.★

Planned CONSTRUCTION PROJECTS

Supplementary information on items followed by a star (★) is available to U.S. firms domiciled in the United States from Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-5561 in Washington.

AUSTRALIA—Ministry of Railways will call tenders in March or April for certain phases of construction of standard gage **railway.** Consultant for engineering work for section of project west of Northam is G. Maunsell & Partners (London address: Greener House, 66 Haymarket, London SW. 1; Perth address: South British Insurance Bldg., 23 Barrack St., Perth, W. Australia).★

BELGIUM—Negotiations are taking place for establishment of Parke Davis **plant** for production of **heavy chemicals.** Plant to be in Antwerp. Firm's address is Parke Davis, Foot of Jos Campau, Detroit 32, Mich.

CHILE—Corporación de Fomento de la Producción (CORFO), 920 Ramón Nietv (Casilla 3886), Santiago (Chilean Development Corp.), proposes to establish integrated **fisheries enterprise,** Empresa Pesquera de Tarapaca, S.A., at northern port of Iquique. Project includes processing facilities for fish meal, fish oil, frozen and canned tuna, sardines, and mackerel, entire fishing fleet of 18 boats with supporting airplanes and shore installations and service and supply departments. Total cost estimated at $9.5 million; foreign cost at $6 million. CORFO has requested $5-million loan from Inter-American Development Bank to assist in financing foreign cost. Marine Construction & Design Co., Seattle, Washington, will be responsible for engineering and initial management.

CORFO also earmarked $830,000 to make initial equipment purchases for nationwide **telecommunications network.**

DENMARK—Construction of six-lane highway **suspension bridge** across Little Belt under consideration by Folketing. (See FCW, Jan 8, p. 39.) Other bridge projects may also be initiated this year.

GERMANY—Hamburg Bürgerschaft (State Parliament) proposes future **expansion projects for Hamburg harbor.**

Wilhelm Frings GmbH, 309/319 Grafenberger Allee, Düsseldorf, to build **iron and steel mill** between Düsseldorf and Köln (Cologne) to produce 60 to 70 thousand metric tons of crude steel annually.

ITALY—Two projects for construction of **highway tunnels** through central Alps now under consideration by provincial and national authorities. One of these, the Spluga project, calls for tunnel from Soste di Isocato to Splügen, Switzerland. Other project proposes tunnel between Valtellina Valley and Alto Adige in province of Bolzano.★

JAPAN—Trade & Tourist Section of Commerce & Industry Department of Aichi Prefectural Government sponsoring $4,167,000 new **trade building** in Nagoya.

MEXICO—1962 development plan for southeastern Mexico to include Chontalpa project, for which Interamerican Development Bank loan may be forthcoming. Project will include **hydroelectric plant, Mal Paso Dam, roads, land improvement, and drainage works.**

NEPAL—UN Special Fund to undertake large-scale **survey of Karnali River.** Bid invitations for survey will be issued upon final approval of project by UNSF.

NETHERLANDS—Gulf Oil Corp., 139 Seventh Ave., Pittsburgh 19, Pa., will construct **refinery** in Europort **area** near Rotterdam. Annual output will be 1.5 million tons.

NEW GUINEA—Ministry of Territories, Canberra, Australia, announced approval of £50,000 (£1=$2.24) **extension** of **runway** of Madang Airstrip in Territory of Papua and New Guinea.

NIGER—Government to build 400-meter **bridge** (1 meter=approximately 3 ft. 3 in.) across Niger River at Niamey. Sum of 50 million francs ($200,000) to be spent for study of plan and 400 million francs ($1.6 million) for construction. Financing expected to be arranged in 1962.★

PHILIPPINES—Bids to be invited shortly for Angat River **hydroelectric project** (See FCW, Dec. 11, 1961, p. 12). Some advance information on equipment requirements available on loan.★

Canadian feed grain exports (barley and oats) for the July-October period of 1961 totaled 414,000 tons—68% over the 247,000 tons in the comparable period of 1960, the Foreign Agricultural Service has reported.

Oats exports totaled 5,000 tons compared with 17,000 in 1960. Barley shipments totaled 409,000 tons.

FOREIGN CONTRACT AWARDS

Several Governments abroad have awarded contracts for construction work and supply of equipment, materials, and services. Although most of the work will be performed by the contracting parties, additional firms may be called upon to furnish assistance or services.

Supplemental information may be obtained on items designated by a star (★) from the Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

Australia: South Australian Government accepted tender of McEntee & Williams, Ltd., 64 Dunorlan Rd., Edwardstown, South Australia, for construction of new Adelaide Technical High School. Cost set at £400,000 (£1=$2.24).

T. J. Watkins, Ltd., of 19 Hope St., South Brisbane, has been awarded contract worth £702,658 for construction of 8-story building (plus basement and penthouse) for Department of Health and Home Affairs of State of Queensland. Building will house laboratory and medical examination facilities.

Chile: Marine Construction & Design Co., Seattle, Washington, received contract for engineering and initial management of CORFO's new fisheries enterprise (see Planned Construction Projects, this issue).

Ethiopia: Reynolds Construction Co., Hill Bldg., Washington 6, D.C., was awarded its second contract (see FCW, Sept. 4, 1961, p. 25) in $20.3-million DLF-financed airport development program. The $2.7-million contract calls for construction of terminal buildings and control towers at Bole, Asmara, Dire Dawa, and Jimma airports.

Greece: Greek Telecommunications Organization, Athens, awarded contracts for radio-telegraphic equipment, frequency carrier systems, and electric measuring instruments to Telefunken of Germany ($308,750) and Société Anonyme de Telecommunications, 40 avenue de New York, Paris, France ($271,430).

Israel: Ministry of Commerce signed agreement with F. C. Russel Co., State Rt. 344 Leetonia Rd., Columbiana, Ohio, for erection of glass factory at Kfar Yeruham. Total cost set at $6.5 million.

Urdan Metallurgical Works, Natanya, Israel, will erect $650,000 cast-to-shape tool and stainless steel operation. Technical know-how will come from Jessop Steel Co., Washington, Pa.

Pakistan: Bids have been submitted for construction of Sidhnai-Mailsi link canal. List of participants is available. (See FCW, Feb. 6, 1961, p. 14, and May 15, p. 25).★

Construction contract for 350,000-ton steel mill (see FCW, May 29, 1961, p. 14, and Oct. 30, p. 14) was awarded to group of U.S. firms composed of Swindell-Dressler Corp., Casey Bldg., Pittsburgh 30, Pa.; Birdsboro Corp., Birdsboro, Pa.; M. W. Kellogg Co., 711 3rd Ave., New York 17, N.Y.; Pullman Inc., 100 West 10th St., Wilmington 1, Del.; and Westinghouse Electric International Co., 40 Wall St., New York 5, N.Y.

Low bidder for Sidhnai Barrage construction project is Société Dumez, 142 boulevard Malesherbes, Paris 17, France. Final award will be made soon. (See FCW, Planned Construction Projects, Aug. 14, 1961, p. 19.)

Paraguay: Morrison-Knudson Construction Co., Benj. Constant 213, Asunción, signed $6.8-million contract with the Government for surfacing Asunción-Puerte Presidente Stroessner Highway. Financing of road is through $7.1-million DLF loan. Company is expected to purchase dump trucks, tractors, rollers, crushers, and cranes for the project.

United Kingdom: United Kingdom-Scotland Government awarded contract for 900 "LC" type, general purpose high-sided steel railway wagons to Pressed Steel Co., Paisley, Scotland.

Hong Kong To Build Large Dam, Tunnels

The Crown Colony of Hong Kong is inviting bids for construction of the Lower Shing Mun Dam and adjoining tunnels as part of the Plover Cove and Hebe Haven water scheme.

The dam, to be 180 feet high, will contain about 1.5 million cubic yards of earth and rockfill. There will be two tunnels, one 1.5 miles long and 22 feet in diameter, and another 1 mile long and 10½ feet in diameter, plus shafts and stream intakes for each.

Also included in the project are a small concrete supply basin dam, a bellmouth spillway, and other ancillary works.

Bids must reach the Secretary of the Tender Board, Colonial Secretariat, Central Government Offices, Lower Albert Rd., Hong Kong, before noon, Feb. 16.

Tender documents and further particulars may be obtained from the offices of the consulting engineers for the Plover Cove and Hebe Haven scheme in Hong Kong or London on deposit of $70, refundable only on receipt of a bona fide tender.

Tenders will be accepted only from firms who show they have successfully completed works of a similar nature or magnitude. Firms not registered in Hong Kong must present complete documentary evidence of their previous competence in completing projects and list appropriate financial references.

Contractors registered in Hong Kong or on the Hong Kong Public Works Department list of approved contractors need not pay the deposit but will be liable to have their names removed from the list if they fail or refuse to implement an accepted tender or, having obtained tender forms, fail to submit a bona fide tender.

The consulting engineers are Binnie, Deacon & Gourley, Artillery House, Artillery Row, Westminster, London, SW., and Scott & Wilson, Kirkpatrick & Partners, Manson House, Nathan Rd., Kowloon, Hong Kong.

Australia Invites Tenders For Hydroelectric Project

The Snowy Mountains Hydro-Electric Authority is currently inviting tenders for the following projects:

Specification M126—Item 1: Stoplog guides and/or Item 2: Stoplogs and stoplog lifting frame, all for the Geehi outlet-inlet structure. This contract involves the supply of approximately 20 long tons of fabricated steelwork and 12 long tons of gray iron castings. Tenders close at 2 p.m. on March 6.

Specification M122—Two 4-foot hydraulically operated slide gates and hydraulic and electric controls, for the Island Bend Dam outlet works. This contract involves the supply of approximately 11 long tons of fabricated structural steelwork and electrical and mechanical equipment for the hoist and controls. Tenders close at 2 p.m. on April 3.

Specification M114—Item 1: One 9-by 16-foot coaster gate and gate frame for the Island Bend control structure and/or Item 2: Hydraulic hoist, control system, and metalwork for Item 1. Tenders close at 2 p.m. on April 3.

Specification M121—Item 1: One 9-by 16-foot coaster gate and gate frame for the Eucumbene control structure and/or Item 2: Hydraulic hoist, control system, and metalwork for Item 1. Tenders close at 2 p.m. on April 3.

Specifications M114 and M121 refer to similar works at each end of the Eucumbene-Snowy Tunnel.

Specifications and tender documents can be obtained from the Snowy Mountains Hydro-Electric Authority, P.O. Box 332, Cooma North, N.S.W., Australia.

Sesame seed exports from Nicaragua totaled 9,946 tons in calendar 1960 and 9,561 tons in 1959, the Foreign Agricultural Service reports.

In 1960 the United States and Japan were the major markets, taking 6,719 and 2,160 tons, respectively.

Certain Engineering Firms Listed in French Directory

The *Annuaire de la Mecanique—1960-1961*, published for La Federation des Industries Mecaniques et Transformatrices des Metaux by Editions UFAP (Union Francaise d'Annuaires Professionnels), 94 rue Lauriston, Paris XVI*e*, France, lists firms in the mechanical engineering and processing industries.

This 1,725-page directory lists firms alphabetically with addresses of head offices and factories, number of workers employed, numbers of trade associations to which they belong, their products, and, occasionally, their capital. Firms are also listed under more than 3,700 categories, which are indexed in French, English, German, and Spanish.

There is an article on the Federation des Industries Mecaniques et Transformatrices des Metaux, its history, officials, statutes, and services.

Trade associations which are a part of the Federation and associations which are affiliated with the Federation are listed in two sections with their addresses, activities, officials, and, in the group of related organizations, products of their members. Associations are indexed both alphabetically and by their numbers.

Copies of this directory may be obtained from the indicated publishers, and a copy may be reviewed in the Commercial Intelligence Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

Equipment for Sawmill Requested in Burma

The State Timber Board of Burma has begun its program to modernize and increase the capacity of its teak sawmills by announcing seven calls for tenders for the supply of sawmill equipment.

The Board is also expected to call for the construction of a large sawmill with an annual capacity of 150,000 tons. This call may be made in 1963. Successful bidders on the present tenders should be in an excellent position to bid on the sawmill.

Copies of the specifications, plans, tender forms, and conditions of tender are available from the Director (Marketing and Milling), State Tender Board, Ahlone, Rangoon, Burma, for the indicated price, plus postage. Closing date for all tenders is 12 noon, March 31.

The tenders are described as follows:

- Dimension stock sawmill machinery and electric equipment. Specification STB 5/1 and STB 5/2, with plans, $10.50.
- Sawmill machinery and electrical equipment for No. 3 sawmill. Specification STB 61-312, $2.10.
- Sawmill machinery for extension of No. 4 sawmill. Specification STB 4/1 and STB 4/2, with plan, $10.50.
- Steel building for extension of No. 4 sawmill. Specification STB 4/4, with plan, $10.50.
- Electrical equipment required for extension of No. 4 sawmill. Specification STB 4/3, with plan, $10.50.
- Electric drives for overhead traveling crane at No. 1 sawmill. Specification STB 61-1-1, $10. $1.05.
- Electric hoists for No. 3 sawmill. Specification STB 61-3-3, $1.05.

NATO Project in Portugal Open to U.S. Bidders

A new project in Portugal, estimated to cost $1,750,000, has been opened to U.S. bidders under the international competitive bidding procedure of the North Atlantic Treaty Organization (NATO).

The project calls for construction of a pier for handling fuels in the Trafaria area (Lisbon). The work includes a loading and unloading platform connected to the land by means of a catwalk, and two mooring posts. The work will be carried out under a single contract.

Eligible firms interested in bidding should express their interest by January 30 to Secretariado-Geral da Defesa Nacional, Comissao Executiva de Infraestructures OTAN (CEIOTAN), Concurso para a construcao de um Cais para Carburantes na Area da Trafaria, Rua da Cova da Moura, 1, Lisbon 3, Portugal.

A copy of the tender notice, in English, is available from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

U.S. firms not already certified to participate in NATO work should send a resume of their qualifications to the Business Services Division, as described in the brochure on the NATO international competitive bidding system, available from that Division.

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75 cents

Available from U.S. Department of Commerce Field Offices, or from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

NATO Project in Italy Opened to U.S. Bidders

A new project in Italy has been opened to U.S. bidders under the international competitive bidding procedure of the North Atlantic Treaty Organization (NATO).

The work includes supply of one operational remote control assembly of the VHF transceivers and UHF. Bid deadline is April 8.

Eligible firms interested in bidding on this project should submit their applications on a prescribed form by February 15 to Ministero Difesa Aeronautica—Ispettorato Telecommunicazioni ed A.V. Ufficio NATO-UEO, Viale Castro Pretorio, Rome, Italy, referring to project 9965.

The prescribed form is available from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

U.S. firms not already certified to participate in NATO work should submit a resume of their qualifications to the Business Services Division, as described in the brochure of the NATO international competitive bidding program, available from that Division.

Tunisia Invites Bids For Pharmaceuticals

A Tunisian Government organization has invited bids for supply of a large quantity of pharmaceuticals.

Included in the bid invitations are terramycin, heparin, copper sulfate, sodium hydrate, and sulfonate of soda.

The bids, due by January 20, are invited by the Central Pharmacy of Tunisia, which centralizes import and distribution of all pharmaceutical products and pharmaceutical chemicals in Tunisia.

In the past, France has been the chief source of Tunisian imports of pharmaceuticals. However, the wide distribution which the Tunisian Government has given this call for tenders is an indication of Tunisian desire to diversify its international trade; it therefore represents an excellent opportunity for U.S. suppliers.

Copies of the call for bids and the specifications are available from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

U.S. imports of some hides and skins were slightly higher in January-October 1961 than in the like period of 1960, the Foreign Agricultural Service reports.

NEW World Trade OPPORTUNITIES

• *The firms and individuals named in the following lists have expressed interest in establishing new business connections in the United States.*

While every effort is made to include only firms or individuals of good repute, the U.S. Department of Commerce cannot assume responsibility for any transactions undertaken with these firms.

When available, supplementary information as indicated by a star (*), may be obtained on loan by firms domiciled in the United States from the Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WOrth 7-2381 in Washington.

Requests for loan material should include the commodity as well as the foreign firm's name and address. Trade opportunities are indexed under the Standard Industrial Classification (SIC). The SIC Manual, published by the Bureau of the Budget, may be obtained at $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

World Trade Directory (WTD) reports, if available on firms mentioned, are indicated by date of issuance. A description of WTD reports and how to obtain them is given in this department.

LEADS FOR EXPORTERS

Commodities are wanted for direct purchase unless otherwise specified.

200 Food

Australia

Frozen foods, particularly frozen fish and complete dinners. Woolworths, Ltd. (chain retail store, supermarket), 80 Market St., Sydney. WTD 11/21/60.

Spain

Foodstuffs in general. Direct purchase and agency. Comercio Internacional Luso-Espanol, L.S.—C.I.L.E., Ltda. (importer), Hermosilla 100, Madrid 9. WTD 12/12/61.

201 Meats

Germany

Frozen meat, including liver and kidneys. Rudolf Marx (wholesaler), Schlachthof, Koeln-Ehrenfeld, 5 Nussbaumstr. WTD 12/11/61.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Germany

Canned fruit, vegetables, and juices. Deutsche TIP Handelsorganisation GmbH (purchasing organization for 53 food wholesalers), 4 Blumenstr., Duesseldorf. WTD 3/16/61.

Hong Kong

Soy beans, 2nd grade. Oriental Asiatic Corp., Ltd. (importing distributor, manufacturer's agent), 64 Connaught Rd. West. WTD 12/18/61.

Netherlands

Canned fruits, vegetables, fish, and **specialties.** Handelmaatschappij Nerus N.V. (importing distributor), 105 Vierhavensstraat, Rotterdam. WTD 12/15/61.

Canned fruits, fruit juices, fruit cocktail. Direct purchase and agency. Firma Joh. J. Veder (importer, commission merchant), 46c Schiedamsevest, Rotterdam 1. WTD 12/1/61.

220 Textile Mill Products

Germany

Cotton and rayon prints for blouses and dresses. Moritz L. Chrambach (importing distributor), Moenckebergstr. 17, Hamburg 1. WTD 12/12/61.

222 Broad Woven Fabric Mills, Man-made Fiber, Silk

Germany

Men's shirt fabrics of nylon or nylon-cotton mixture, drip-dry, non-iron. Direct purchase and agency. Werner Hupperten (importer, distributor, manufacturer's agent), la Bismarckplatz, Wattenscheid/Westf. WTD 10/30/61.

228 Yarn, Thread Mill Products

Ceylon

Nylon and rayon yarn. St. Anthony's Hardware Stores, Ltd. (importing distributor, manufacturer), 516, Skinners Rd. South, Colombo 10. WTD 1/25/61.

229 Miscellaneous Textile Goods

France

Ropes for boats. G. Bonnin Freres (manufacturer), 47 boulevard Chanzy, Arcachon, Gironde. WTD 12/14/61.

230 Apparel

Germany

Ladies' high quality **swimwear** and **underwear.** Marianne Finken (importing distributor), 53 Kuehlwetterstr., Duesseldorf. WTD 12/7/61.

Germany

Fashionable **ladies' outerwear; men's underwear; sports clothing, bathing suits, beachwear.** Moden-Vitrine E. Margraf (retailer, importer), 5 Lautenschlagerstr., Stuttgart. WTD 11/30/61.

233 Women's, Misses', Juniors' Outerwear

Germany

Blouses, dresses, and **blue jeans.** Moritz L. Chrambach (importing distributor), Moenckebergstr. 17, Hamburg 1. WTD 12/12/61.

239 Miscellaneous Fabricated Textile Products

France

Canvas for sailboats. G. Bonnin Freres (manufacturer), 47 boulevard Chanzy, Arcachon, Gironde. WTD 12/14/61.

240 Lumber, Wood Products

France

Material for small and medium-size **wooden boats,** sail or motor. G. Bonnin Freres (manufacturer), 47 boulevard Chanzy, Arcachon, Gironde. WTD 12/14/61.

Germany

Building materials. Direct purchase and agency. United Purchasing Agency (Vereinigte Einkaufsagenturen mbH), importing distributor, manufacturer's agent, commission merchant, purchasing office, 257 Mainzer Str., Bad Godesberg/Rhein. WTD 12/15/61.

242 Sawmill, Planing Mill Products

Switzerland

Western hemlock and **sitka spruce.** Edwin Vogt & Co., Holzhandlung, Wangen, Canton Schwyz. WTD 4/24/61.

249 Miscellaneous Wood Products

France

Particle board. Société des Bois et Emballages, S.A. (manufacturer, trader), rue des Tournelles, Auvers-sur-Oise (Seine-et-Oise). WTD 11/21/60.

252 Office Furniture

Germany

Office furniture. Direct purchase and excusive agency. Hans Felder & Co. (importing distributor), 73 Aderstr., Duesseldorf. WTD 7/17/61.

263 Paperboard Mill Products

France

Compact **cardboard** in sheets. L'Emballage Carton, S.A.R.L. (manufacturer), 28 rue de Paris, Palaiseau (Seine-et-Oise). WTD 11/21/60.

264 Converted Paper, Paperboard Products

Germany

Printing, writing, typewriter, and flimsy paper of all kinds. Wilhelm Seiler GmbH (importer, wholesaler), 61 Unterdoernen, Wuppertal-Barmen. WTD 1/27/61.

Office supplies. Direct purchase and exclusive agency. Hans Felder & Co. (importing distributor), 73 Aderstr., Duesseldorf. WTD 7/17/61.

265 Paperboard Containers, Boxes

France

Cardboard cases or boxes. Société des Bios et Emballages, S.A. (manufacturer, trader), rue des Tournelles, Auvers-sur-Oise (Seine-et-Oise). WTD 11/21/60.

272 Periodicals

Viet-Nam

American periodicals. Direct purchase and agency. Thanh Tuan (retailer), 56 boulevard Le Loi, Saigon. WTD 12/18/61.

273 Books

Viet-Nam

American books. Direct purchase and agency. Thanh Tuan (retailer), 56 boulevard Le Loi, Saigon. WTD 12/18/61.

280 Chemicals

France

Chemical products used in the manufacture of paints, varnishes, printing inks, maintenance products, shoes. Direct purchase and agency. Ets. R. Bouffard, S.A. (manufacturer, distributor), 24 boulevard P. V. Coutuier, Montreuil-sous-Bois (Seine). WTD 8/31/54.

New types of **basic products** used in manufacture of paints and varnishes, such as resins, pigments, carbon black, and turpentine. G. Levasseur & Compagnie, S.A.R.L. (manufacturer), 2 bix a 10 rue de Chatillon, Draveil (Seine-et-Oise). WTD 11/21/60.

Basic **chemical and pharmaceutical products** for use in the chemical and pharmaceutical industries, such as titanium oxide, lithopone, stabilizers, fatty acids, tallow, oil cakes, and meat flour. Direct purchase and agency. Société de Commerce at d'Affretement Baudoin & Compagnie, S.A. (importer, distributor, broker, maritime freighter, exporter), 25 rue de la Boetie, Paris 8. WTD 11/21/60.

Germany

Raw material for the lacquer and paint industries, such as dipentene (turpentine), turpentine oil, rosins, wood oil, oiticica oil. Direct purchase and agency. Hanf & Nelles (importing distributor, manufacturer's agent), Koehl-Str. 10, Duesseldorf-Lohausen. WTD 6/2/61.

Raw materials and **semi-finished products** for chemical industry. Direct purchase and agency. Paul Schweisfurth KG (importing distributor, manufacturer's agent), 38 Melies Allee, Duesseldorf-Benrath. WTD 6/8/61.

281 Industrial Chemicals

France

Pigments offering new characteristics. Ets. Lefranc, S.A. (manufacturer, wholesaler, exporter, importer), 15 rue de la Ville l'Eveque, Paris 8. WTD 9/13/60.

282 Plastics, Synthetic Resins, Rubber, Synthetic and Other Manmade Fibers

France

Resins offering new characteristics. Ets. Lefranc, S.A. (manufacturer, wholesaler, exporter, importer), 14 rue de la Ville l'Eveque, Paris 8. WTD 9/13/60.

283 Drugs

Ceylon

Drugs, pharmaceuticals and **crude drugs** or **chemical substances** used in manufacture of medicines. Direct purchase and agency. The Cooperative Wholesale Establishment (importing distributor, manufacturer's agent), Attn.: Manager, Drugs Dept., 32, Ward Place, Colombo. WTD 10/19/61.

Italy

All types of **chemicals** for the pharmaceutical industry. Pierrel, SpA (manufacturer), Via Turati 30, Milan. WTD 4/13/61.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Belgium

Cosmetics. Bercot, S.A. (manufacturer, exporter, importer) 21 Antwerpsesteenweg, Beerse. WTD 12/18/61.

France

Maintenance products for floors. Ets. Paul Godineau, S.A. (manufacturer, wholesaler), 27 quai Rene Bazin, Angers (Maine-et-Loire). WTD 11/21/60.

285 Paints, Varnishes, Lacquers, Enamels

France

Paints and **varnishes.** Ets. Paul Godineau, S.A. (manufacturer, wholesaler), 27 quai Rene Bazin, Angers (Maine-et-Loire). WTD 11/21/60.

Marine paints. G. Bonnin Freres (manufacturer), 47 boulevard Chanzy, Arcachon. Gironde. WTD 12/14/61.

291 Petroleum Refining

France

Naphthenic acid. Société Anonyme d'Innovations Chimiques Sinnova (manufacturer, wholesaler, exporter, importer), 42-44 rue de Chezy, Neuilly-sur-Seine (Seine). WTD 8/31/60.

Switzerland

Paraffin wax 50-52° to 60-62° C melting point. Impag, Chemie-Import AG Schweizerischer Industrieller (importer), Postfach, Zurich 23. WTD December 1960.

307 Miscellaneous Plastics Products

Germany

Semi-finished and finished **plastics** for technical purposes and electric insulation. Direct purchase and agency. Gustav E. Kohnel (importing distributor, manufacturer's agent), 103 Gereonswall, Cologne. WTD 4/24/61.

314 Footwear

Germany

All kinds of **footwear** and **shoe store**

Data on Foreign Firms Available To U.S. Businessmen

World Trade Directory Reports

Information on foreign firms or individuals mentioned in the World Trade Leads and Investment Opportunities departments is available to U.S. businessmen through World Trade Directory (WTD) reports.

WTD reports include such information as type of organization, sales territory, lines of goods handled, operation methods, size of business, capital, sales volume, trade and financial reputation, and names of any U.S. firms represented by the foreign firm and serving as its supplier.

These reports are available to qualified U.S. firms—or will be prepared on request—through the Commercial Intelligence Division, Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., for $1 each. Reports also may be obtained through the Department's Field Offices.

Each request should specify the name and address of the firm or individual on which a WTD report is sought. If information on a particular firm is not on file in Washington, it will be requested from U.S. representatives abroad. To minimize delay, businessmen may authorize telegraphic request and reply, for which the Department of State will bill them direct.

items. Moritz L. Chrambach (importing distributor), Moenckebergstr. 17, Hamburg 1. WTD 12/12/61.

320 Stone, Clay, Glass Products

Germany

Building materials. Direct purchase and agency. United Purchasing Agency (Vereinigte Einkaufsagenturen mbH), importing distributor, manufacturer's agent, commission merchant, purchasing office, 257 Mainzer Str., Bad Godesberg/Rhein. WTD 12/15/61.

322 Glass, Glassware

Germany

Special **flat glass, glazier's putty, luting material,** special **glass building sublimates, glass structural elements, glass insulating materials.** Direct purchase and agency. Ein-und Verkaufs-Genossenschaft selbstandiger Glasermeister Deutschlands eGmbH (cooperative purchasing and sales society), 22 Blucherstr., Berlin SW 61. WTD 12/13/61.

Sweden

Foam glass blocks for roof insulation; blocks standard size 2½ in.—19,000 m² and 4 in.—2,000 m². Direct purchase and agency. Acme Belaggningar Siewert & Hessnert (manufacturer, contractor), Mellbygatan 6, Goteborg. WTD 12/12/61.

326 Pottery

France

Gift articles in china, **ceramic materials,** and **objets d'art.** Direct purchase and agency. P. Varille (wholesaler, importer), 1 cite Paradis, Paris 10. WTD 12/19/61.

Germany

Attractive **ceramic gift articles.** Bavaria GmbH (wholesaler, manufacturer's agent), 167 Oststr., Duesseldorf. WTD 12/19/61.

Netherlands Antilles

Chinaware and **gift items.** Valen Music & Magazine Store (retailer), 76 Nassaustraat, Oranjestad, Aruba. WTD 12/4/61.

331 Steel Mill Products

Germany

Steel bars, steel sheets, all kinds of bright **steel.** Westfaelische Stahlgesellschaft Ossenberg & Co. GmbH (importer, wholesaler), 93 Herscheiderstr., Plettenberg/W. WTD 12/8/61.

Cold rolled **steel strips,** 380 x 0.6 mm., in lengths of 1.140 mm., with trimmed edges, without pores and cracks, bright surface, suitable for chromium-plating, deep-drawn quality MU St4, RPG according to DIN 1624, tolerance according to DIN 1544, greased. Schmidt & Co. KG (manufacturer), 3 Moellenkotterstr., Schwelm/Westfalen. WTD 12/7/61.

Hong Kong

Nos. 2 and 3 bundle **steel scraps.** Oriental Asiatic Corp., Ltd. (importing distributor, manufacturer's agent), 64 Connaught Rd. West. WTD 12/18/61.

340 Fabricated Metal Products

Germany

Building materials. Direct purchase and agency. United Purchasing Agency (Vereinigte Einkaufsagenturen mbH), importing distributor, manufacturer's agent, commission merchant, purchasing office, 257 Mainzer Str., Bad Godesberg/Rhein. WTD 12/15/61.

351 Engines, Turbines

France

Marine engines. G. Bonnin Freres (manufacturer), 47 boulevard Chanzy, Arcachon, Gironde. WTD 12/14/61.

353 Construction, Mining, Materials Handling Machinery, Equipment

Germany

Road-building machinery. Direct purchase and agency. Paul Schweisfurth KG (importing distributor, manufacturer's agent), 38 Melies Allee, Duesseldorf-Benrath. WTD 6/8/61.

Series . . .

(Continued from page 71)

United States do have a tariff disadvantage under the Imperial Preference system. The United Kingdom supplied 51.9% of these imports in 1959, and the United States 32.5%.

● **Turkey.** Local production of machine tools and other metalworking machinery is minor, and Turkey is almost entirely dependent upon imports for its requirements. Principal suppliers of this type of machinery are the Federal Republic of Germany, Italy, the United States, and the United Kingdom. In recent years the Soviet bloc has supplied machine tools and metalworking machinery to Turkey under the terms of bilateral trade agreements. However, machinery produced by Western nations is preferred.

Lists Sold at $1

Mimeographed copies of these 22 Trade Lists are obtainable from Department of Commerce Field Offices or from the Commercial Intelligence Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C. The price is $1 for each country list.

Lists for El Salvador and the Philippines are now in press, and some 20 additional countries will be covered in the series within the next few months. As these lists become available, they will be announced in the New Trade Lists section of World Trade Leads.

Earth-moving equipment and machinery, such as cranes, shovels, and bulldozers. Direct purchase and agency. Erfassungs-und Verkaufsgesellschaft mbH & Co. KG (wholesaler, exporter, importer, retailer), 47 Roedgenerstr., Giessen. WTD 5/19/60.

354 Metalworking Machinery, Equipment

Germany

Electric portable tools of all kinds. Direct purchase and agency. Moellenhoff & Kruse GmbH (manufacturer, wholesaler, retailer, manufacturer's agent), 123 Bergstr., Hagen/Westf. WTD 12/19/61.

All types of **machinery** and **machine tools.** Direct purchase and agency. United Purchasing Agency (Vereinigte Einkaufsagenturen mbH) importing distributor, manufacturer's agent, commission merchant, purchasing office, 257 Mainzer Str., Bad Godesberg/Rhein. WTD 12/15/61.

Gear-cutting machinery, surface grinding machines, cylindrical grinding machines, horizontal boring machines. Direct purchase and agency. Siegfried Frenzen (importing distributor, manufacturer's agent), Postfach 28, Schiefbahn bei Krefeld. WTD 12/18/61.

Novelties in **welding equipment** and **accessories.** Direct purchase and agency. Bruno Starosta (manufacturer's agent), 407 Wittenerstr., Castrop-Rauxel. WTD 9/8/61.

355 Special Industry Machinery

Ceylon

Molds for manufacture of **sealing wax.** Colombo Agencies, Ltd. (importing distributor), 51-53, Queen St., Fort, Colombo. WTD 4/7/60.

France

Small **equipment** for manufacture of **wooden boats.** G. Bonnin Freres (manufacturer), 47 boulevard Chanzy, Arcachon, Gironde. WTD 12/14/61.

Germany

High-duty offset rotary **printing machine** for newspapers, magazines, and brochures, in 8 colors, for export to Czechoslovakia. Semex Metall-und Maschinen GmbH (importer, exporter), 89 Bismarckstr., Duesseldorf. WTD 11/9/60. Specifications, in German.★

Thailand

Complete set of **machinery** for manufacture of **fibrinogen.** New French Dispensary (importer, retailer, wholesaler), 693 Siphya Rd., Bangkok. WTD 2/13/59.

357 Office, Computing, Accounting Machines

Germany

Electronic data measuring equipment. Direct purchase and agency. Paul Schweisfurth KG (importing distributor, manufacturer's agent), 38 Melies Allee, Duesseldorf-Benrath. WTD 6/8/61.

Postage meter machines. Direct purchase and agency. Fuhrmann & Gloess OHG (wholesaler), 18-20 Hofaue, Wuppertal-Elberfeld. WTD 12/8/61.

Office machinery. Direct purchase and exclusive agency. Hans Felder & Co. (importing distributor), 73 Aderstr., Duesseldorf. WTD 7/17/61.

Multi-channel data switching machines, large screen oscilloscopes, digital computing blocks, and electronic switches and systems. Direct purchase and agency. EAI-Electronic Associates GmbH (importer, wholesaler), 2-4 Peterstr., Aachen. WTD 12/13/61.

All kinds of **office machines and equipment, electro-acoustical equipment,** such as calculating machines, bookkeeping machines, duplicators, dictating machines, file cabinets, and filing systems. Walter Wizgall (wholesaler, retailer, manufacturer's agent), 69 Heusteigstr., Stuttgart. WTD 11/30/61.

358 Service Industry Machines

France

Electromagnetic devices for slot machines. Direct purchase and agency. Société de Construction d'Equipment pour L'Aeronautique—S.C.E.P.A. (manufacturer, exporter), 15 Quai Jules Guesde, Vitry-sur-Seine (Seine). WTD 11/21/60.

Germany

Industrial vacuum cleaners, industrial maintenance and auxiliary equipment. Interland Export/Import GmbH (importing distributor), 87 Hofkamp, Wuppertal-Elberfeld. WTD 3/7/61.

Refrigerators and **refrigerating display cases** for shops. Direct purchase and agency. Moellenhoff & Kruse GmbH (manufacturer, wholesaler, retailer, manufacturer's agent), 123 Bergstr., Hagen/Westf. WTD 12/19/61.

360 Electrical Machinery, Equipment, Supplies

France

Small **equipment** and **supplies** for manufacture of small and medium-size **wooden boats.** G. Bonnin Freres (manufacturer), 47 boulevard Chanzy, Arcachon, Gironde. WTD 12/14/61.

Germany

Electrical, electronic, and communications equipment. Direct purchase and agency. United Purchasing Agency (Vereinigte Einkaufsagenturen mbH), importing distributor, manufacturer's agent, commission agent, purchasing office, 257 Mainzer Str., Bad Godesberg/Rhein. WTD 12/15/61.

362 Electrical Industrial Apparatus

Germany

Electric welding equipment. Direct purchase and agency. Moellenhoff & Kruse GmbH (manufacturer, wholesaler, retailer, manufacturer's agent), 123 Bergstr., Hagen/Westf. WTD 12/19/61.

Novelties in **welding equipment** and **accessories.** Direct purchase and agency. Bruno Starosta (manufacturer's agent), 407 Wittenerstr., Castrop-Rauxel. WTD 9/8/61.

Thailand Seeks Prices On Insulators, Bolts

The Provincial Electricity Authority, Bangkok, is asking for price quotations from suppliers for insulators, eye bolts, double arming bolts, eye nuts, and aluminum and steel conductors.

Deadline for quotations for the insulators and bolts is January 22. Deadline for the conductors is January 24.

As these are price inquiries and not formal tenders bidders are not required to make a cash deposit; the Authority may accept any bid regardless of price.

Specifications are available from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

363 Household Appliances

Germany

Dishwashers for family of four persons; **electric toasters,** small table **warming stoves** operated by battery or electricity; **electric mixers; electric can openers; electric juicers.** Bavaria GmbH, Porzellan, Glas, Silber (wholesaler, manufacturer's agent), 167 Oststr., Duesseldorf. WTD 12/19/61.

Electric stoves, electric washers and dryers, electric dishwashers. Direct purchase and agency. Moellenhoff & Kruse GmbH (manufacturer, wholesaler, retailer, manufacturer's agent), 123 Bergstr., Hagen/W. WTD 12/19/61.

364 Electric Lighting, Wiring Equipment

Germany

Electric bulbs, electric lighting fixtures, fluorescent lamps, electric wires and cables, riveting sets to fasten cables, **wall sockets, switches, lamp sockets, insulation material.** Direct purchase and agency. Moellenhoff & Kruse GmbH (manufacturer, wholesaler, retailer, manufacturer's agent), 123 Bergstr., Hagen/Westf. WTD 12/19/61.

South Africa

Electric lighting fixtures, plugs, switches, extension cords. Electrical Accessories (Cape) Pty., Ltd. (importing distributor), 18 Loop St., P.O. Box 2515, Cape Town. WTD 12/13/61.

Electric lighting fixtures and **accessories** such as switches, sockets, holders, and wire. B. Blumenthal (manufacturer's representative, agent), 6 Port Rd., P.O. Box 3827, Cape Town. WTD 12/14/61.

367 Electronic Components, Accessories

Spain

Electrolytic nickel cathodes. Direct purchase and agency. Sanchiz Bueno, S.A. (manufacturer, commission merchant) Carlos VII, 66 Vitoria, Alava. WTD 12/7/61.

369 Miscellaneous Electrical Machinery, Equipment, Supplies

Congo

Batteries for automobiles and trucks. Direct purchase and agency. Berger-Congo (importing distributor, commission agent), B. P. 1688, Leopoldville. WTD 9/5/61.

371 Motor Vehicles, Equipment

Germany

Bulk **transportation equipment and compressors** to unload bulk material. Kompressoren-Vertriebsges. Wendel, Zgoll & Co. KG (wholesaler), 21a Kaiserstr., Duesseldorf. WTD 7/18/61.

Netherlands Antilles

Car parts and **accessories.** Direct purchase and agency for Aruba only. Warenhuis van der Ree & La Victoria (Mauricio van der Ree) (importer, retailer), 22 Adriaan Lacle Blvd., Oranjestad, Aruba. WTD 12/4/61.

372 Aircraft, Parts

France

Air screws or **propellers, pressure-reducing valves.** Direct purchase and agency. Société de Construction d'Equipement pour L'Aeronautique—S.C.E.P.A. (manufacturer, exporter), 15 Quai Jules Guesde, Vitry-sur-Seine (Seine). WTD 11/21/60.

France

For aeronautics: flexible **pipes** and **tubes** for low, average, or high pressure in synthetic and armored rubber, in woven textures, in metallic braids, or similar; **pipes** and **tubes** for air-conditioning systems in fiberglass cloth or similar; **component accessories** for same. Direct purchase and agency. Equipements Speciaux pour L'Aviation—E.S.P.A. (manufacturer), 30 rue Kleber, Montreuil (Seine). WTD 12/11/61.

Germany

Aeronautical equipment. Direct purchase and agency. United Purchasing Agency (Vereinigte Einkaufsagenturen mbH), importing distributor, manufacturer's agent, commission agent, purchasing office, 257 Mainzer Str., Bad Godesberg/Rhein. WTD 12/15/61.

381 Engineering, Laboratory, Scientific, Research Instruments

Germany

Products for the **aircraft industry,** such

as airborne instruments, airborne navigational computers and systems, gyros and gyro equipment, and other precision components for navigational devices. Teldix Luftfahrt-Ausruestungs-GmbH (manufacturer), 26 Alte Eppelheimer Str., Heidelberg. WTD 5/16/61.

383 Optical Instruments, Lenses

Germany

Optical goods and precision instruments. Direct purchase and agency. United Purchasing Agency (Vereinigte Einkaufsagenturen mbH), importing distributor, manufacturer's agent, commission agent, purchasing office, 257 Mainzer Str., Bad Godesberg/Rhein. WTD 12/15/61.

384 Surgical, Medical, Dental Instruments, Supplies

Germany

Plastic plates to hold babies during exchange transfusion. Direct purchase and agency. Gesellschaft fuer Krankenhausbedarf und Elektromedizin Versloot & Co. (importing distributor, manufacturer's agent), 66 Kleverstr., Duesseldorf. WTD 9/13/61.

385 Ophthalmic Goods

Australia

Sunglasses. Woolworths, Ltd. (chain retail store, supermarket), 80 Market St., Sydney. WTD 11/21/60.

386 Photographic Equipment, Supplies

France

Color film for audio-visual equipment. Direct purchase and agency. Société de Construction d'Equipement pour l'Aeronautique—S.C.E.P.A. (manufacturer, exporter), 15 Quai Jules Guesde, Vitry-sur-Seine (Seine). WTD 11/21/60.

391 Jewelry, Silverware, Plated Ware

France

Stainless steel tableware. Direct purchase and agency. Franor-Francinox, S.A. (manufacturer), 68-70 rue Amelot, Paris 11. WTD 11/21/60.

Silver, silver-plated and pewter dishes, tableware, flatware, and objets d'art. Direct purchase and agency. Chrysalia Orfevre (manufacturer, importer), 1 Allee Verte, Paris 11. WTD 11/21/60.

Silver-plated and stainless steel tableware items and table decorations. Direct purchase and agency. Orfevrerie J. Lavanant (manufacturer, importer), 9 rue Saint-Anastase, Paris 3. WTD 11/21/60.

Silver, silver-plated and stainless steel dishes, tableware, toilet articles, gift articles. Exclusive direct purchase. Orbrille, S.A. (manufacturer, importer), 12 rue Debelleyme, Paris 3. WTD 11/21/60.

Germany

Semi-finished jewelry and jewelry parts, such as settings of all kinds of precious and non-precious metals. Martin Guthmann (manufacturer, exporter), 2 Salier Str., Pforzheim/Baden. WTD 11/30/61.

394 Toys, Amusements, Sporting Goods

Australia

Glass marbles. Woolworths, Ltd. (chain retail store, supermarket), 80 Market St., Sydney. WTD 11/21/60.

France

Toys and games not yet sold in France, medium-priced articles preferred. Direct purchase and agency. Comptoir de Fabriques (wholesaler, commission merchant, sales agent), 50 rue Barreyre, Bordeaux, Gironde. WTD 12/19/61.

Germany

Electric toy railroad locomotives and cars, HO gage. Karl-Heinz Burggraf (wholesaler, manufacturer), 28 Tannenweg, Wuppertal-Elberfeld. WTD 12/7/61.

396 Costume Jewelry, Novelties, Buttons, Miscellaneous Notions

France

Costume jewelry. Exclusive direct purchase. Orbrille, S.A. (manufacturer, importer), 12 rue Debelleyme, Paris 3. WTD 11/21/60.

399 Miscellaneous Manufacturing Industry Products

Belgium

Equipment for hairdressers and beauty parlors. Bercot, S.A. (manufacturer, exporter, importer), 21 Antwerpsesteenweg, Beerse. WTD 12/18/61.

Germany

Lampshades. Direct purchase and agency. Moellenhoff & Kruse GmbH (manufacturer, wholesaler, retailer, manufacturer's agent), 123 Bergstr., Hagen/Westf. WTD 12/19/61.

Philippines

Novelties. Direct purchase and agency. Calvento & Co. (importing distributor, exporter), 415-417 Maritima Bldg., Dasmarinas St., Manila. WTD 1/15/60.

739 Business Services

Germany

Textile designs for use in manufacture of fabrics for ladies' dresses and blouses made of cotton, spun rayon and artificial silk. Pongs & Zahn Textilwerke Aktiengesellschaft (manufacturer), Schliessfach 609, Viersen/Rhld. WTD 1/16/61.

LEADS FOR AGENCIES

Exclusive distributorship wanted only if specified.

200 Food

France

Canned corn and sweet corn, canned tiny whole onions, tinned pickles and sweet pickles, wild rice, canned fruit nectar, canned tropical fruit and juices, canned vegetable juices, canned loganberries, canned cranberries, maraschino cherries in jars; **turkey hen and smoked pheasant pies, paste,** deboned, whole, canned; **spice teas, spices and herb seasoners, salad dressing and sauces, trappist honey, macademia Hawaii nuts, picklet lemons, smoke-flavored barbecue sauces.** Exclusive agency. Hediard Distribution (Import-Export), S.A. (importer, wholesaler, exporter), 105 rue des Moines, Paris 17. WTD 11/21/60.

Foodstuffs such as canned food products, spices, beverages, fruit juices, and whiskey. Exclusive agency with financial responsibility. Produits Ors, S.A. (importer, wholesaler, blender of teas and herbs), 5 rue Fontaine-au-Roe, Paris 11. WTD 11/21/60.

Italy

Poultry, eggs, egg products, canned food products. Scofilpol, SpA (importing distributor), Via Montevelino 22, Milan. WTD 10/2/61.

Packed **food products** in general; **egg products,** such as whole powdered eggs, powdered egg yolks, eggs, frozen eggs, frozen egg yolks. Cesare Leonti (manufacturer's agent), 2 Via Ugo Bassi, Bologna. WTD 12/11/61.

More World Trade Leads on page 83.

Meat extracts and other **food products.** Arnaldo Borsari (manufacturer's agent), 4 Via Chiudare, Bologna. WTD 12/12/61.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Denmark

Canned Alaskan crab meat, canned lobster meat. Ipsen & Andresen (importing distributor, manufacturer's agent), 15 Rothesgade, Copenhagen. WTD 4/14/61.

Germany

Dried edible peas, beans, and lentils. Walter Berntal (manufacturer's agent), Stubbenhuk 10, Hamburg 11. WTD 12/19/61.

207 Confectionery

Germany

All types of confectionery specialties. Kleutgen & Meier GmbH (manufacturer, importer), 127-135 Friesdorfer Str., Bad Godesberg. WTD 12/12/61.

220 Textile Mill Products

Australia

Ladies' dress materials of all types of fibers; tropical and industrial materials for men's clothing; shirtings, flannelettes and interlinings; sheetings; furnishings; and **velveteens.** Direct Imports (whole-

Reports by the

U.S. Resources and Trade Development Missions To Chile and Ecuador

- Country Resources
- Market Potentials
- Specific Trade, Investment Leads
- Mission Observations

Chile Makes Excellent Market for U.S. Capital Goods, Other Products

CHILE presents excellent prospects for sales of capital goods, industrial spare parts and replacements, industrial raw materials and intermediates, agricultural equipment and supplies, and engineering and technical services. Many attractive opportunities are apparent for licensing of U. S. processes and products. A wide variety of projects for joint-venture participation between Chileans and North Americans appears worthy of serious study.

Chile's development plan and the accomplishments already achieved in industrialization justify giving serious attention to expanding the activities of U.S. firms in this very pleasant and amiable American nation. *Special note should be made of the imminent change in Chilean import restrictions whereby a new schedule of tariff rates will replace the current system of surcharges and prior deposit requirements.*

Strong emphasis in Government plans and policies on industrial development have resulted in restrictions on imports of all types of consumer goods and in the growth of a varied domestic industry to produce such items. As a consequence, the outlook for the near and long-term future for this kind of exports to Chile is not favorable.

The free ports of Arica and Punta Arenas are, of course, exceptions to this forecast. Arica offers a market for consumer nondurables and light durables. Much of the merchandise shipped to this port is resold for delivery to Peru, Bolivia, and even Argentina. Punta Arenas, while also buying consumer nondurables, puts much more emphasis on durable items of all types.

Manufacturing Industries

An excellent market exists in Chile for machinery, equipment, supplies, and materials to develop, modernize, expand, and maintain agricultural products processing plants, forest products plants, pulp and paper plants, metalworking and machine shops, fish processing plants, small mining operations, small shipbuilding, textile plants, railroads and highways, and service operations, such as auto repair shops, cleaning and pressing shops, laundries, florist shops, and supermarkets.

For most manufacturing operations, it is of prime importance to find equipment which will permit low cost operations without going to the large capacities that most efficient, modern machinery offers. High quality products and minimum labor requirements are of great interest, but the Chilean domestic market will not yet consume most products in extremely large quantities.

A recent estimate places the number of machine tools in Chile at 20,000, not counting those in the shops of the large mining companies, the railway, or the Armed Forces. Many of these are overage, and allowing for their lower efficiency, it is estimated that this number represents the equivalent of 13,000 new tools. This inventory is considered to be heavily weighted by general purpose tools and consequently not adequate for the needs of the more advanced Chilean industry.

Mining Industry

ALTHOUGH the large mines of Chile, nitrate as well as copper, are operated by what may be regarded as international organizations that have their own purchasing offices outside Chile, there are in addition a large number of medium-sized and small mines, particularly in the region around Antofagasta. Most of these ventures are based on small deposits of considerably higher grade than the ones processed by the large companies. The equipment and methods in use are often primitive and the operations are almost all undercapitalized. Use of new and modern crushers, shovels, cranes, drills, trucks and conveyors would make such mines much more profitable. *The exporter who could find a way to meet these needs, financially as well as technically, should find it most profitable.*

Agriculture

Lack of systems and equipment for grading and handling farm products in bulk and inadequacy of equipment for storing and transporting the commodities represents a major obstacle to the prosperity of Chilean farmers. Bulk grain handling machinery, equipment to grade and convey fresh fruits and berries, and chilling facilities for storing and transporting fresh fruits and vegetables are needs of which the Chilean farmer is well aware. Pipe, pumps, and nozzles for sprinkler irrigation offer a good market, especially in central and northern Chile.

The Chilean Government is keenly aware of the importance of improving the efficiency of agriculture, including the use of modern machinery, better seed, better quality livestock, and better land utilization. The 10-year plan has the objective of increasing farm production by 50% through these means. Such a program will mean increased demand for every sort of farm implement and equipment.

The Mission formed the opinion that the level of import duties on farm equipment limits the Chilean farmer's ability to buy what he needs, but does not prevent him from purchasing those items promising greatest returns.

For both domestic and export markets Chilean farm products need to be preserved and canned. In the major cities, availability of fruits and vegetables is highly seasonal and wide price fluctuations are common over the course of the season for a given product. Farmers and Government officials alike recognize that a big step toward correcting this situation can be accomplished by the establishment of more and more modern canning plants. This offers a good export opportunity, but it must be recognized that intensive technical help will be required from the equipment manufac-

(See Market, page S-4)

Members of U.S. Trade Mission to Chile

Bradley Murray, Special Assistant to the Director, Bureau of International Business Operations, U.S. Department of Commerce, Washington, D.C., was the Mission Director. Members of the Mission were:

Ramon Alvarez, assistant vice president and export manager, Scripto, Inc., Atlanta, Ga.

Frederick W. Fischer, division purchasing agent, Minnesota Mining & Manufacturing Co., St. Paul, Minn.

John H. Shoaf, manager, World Trade Development, Chamber of Commerce, and executive secretary, Manufacturers & Wholesalers Association, Dallas, Tex.

Charles F. Baker, consultant, formerly general manager, Pacific Supply Cooperative, Walla Walla, Wash.

George F. Brewer, assistant to president, Ken R. White Consulting Engineers, Inc., Denver, Colo.

Many Nations Seeking Entry in Dynamic And Expanding Chilean Market

THE United States has been Chile's most important trading partner for many years. Prior to World War II, the United States was not the largest customer for Chilean exports, but we were the largest supplier of her imports at a level of a little more than one-quarter of Chile's total.

Since the end of the war, the relative importance of the United States in Chile's foreign trade has been at a much higher level, in some years taking more than one-half of her exports, and supplying more than one-half of her imports. Currently, Chile's foreign trade is running at an annual level of about $500 million for imports, with exports very close to this amount.

Over the coming 10 years, the best available projection is offered by the 10-year development plan, prepared by the Chilean Government, which estimates that annual imports will average $635 million. Since we have every reason to believe that the normal trend of Chile's foreign trade will be toward the patterns of prewar years, with respect to sources of imports, it follows that the Chilean market will require close and special attention from U. S. exporters, if they are to share in the indicated growth of this market.

At present, and for the future, exports to Chile will be heavily concentrated in the following: Industrial machinery, tools, spare parts and replacements, agricultural machinery and equipment, road transport equipment, construction equipment and tools, fishing fleet equipment, lumbering and sawmill equipment, refrigerating equipment for both storage and transport, engineering and technical services, and specialized contracting functions.

Consumer goods, both durable and nondurable, are already difficult to export to Chile, and may be expected to become more so, since Chilean industry is already producing many of these products, and it is fundamental to the development policies of the Chilean Government that expenditures of foreign exchange for these products be kept at a minimum.

IN view of the fact that the other industrialized nations are functioning with capacities and skills never before attained, it is not surprising that some of them are seeking to reestablish their previous positions in the expanded Chilean market, and others are working for a new penetration. This competition takes many forms, but the principal ones are:

Redesign of standard machinery, to permit lower-capacity operation without loss of product quality or automation features; credit terms, frequently in excess of five years, in keeping with the Government's announced policy of extending foreign exchange credit maturities to six years and beyond; lower prices; greater effort to give technical service, both before and after the sale of machinery; heavier support from abroad for local agents or representatives; and harder and more sustained sales effort.

As the matter stands today, U.S. exporters appear to have a distinct advantage over other countries in the matter of prompt delivery dates. It is too early to judge how effective the new export insurance facilities will be, but Chilean businessmen have invariably shown enthusiasm with respect to their broad outlines.

Another competitive advantage which may materialize, but which at present can only be suspected, is the fact that some of the machinery and equipment which was sold at low prices a few years ago by other countries, is beginning to show some of the lack of wearing quality and trouble-free operation that could have been expected on the basis of its price. If this trend continues and spreads, it could produce an overwhelming advantage for U.S. exporters. The Trade Mission formed the unavoidable impression that the Chilean businessman would buy U.S. goods, given equal conditions of price, terms, and delivery.

SELLING in Chile today, and for the foreseeable future, is more of a financial operation than either a marketing or technical problem. Internal funds for investment and working capital are short in both the public and private sectors, irrespective of the earning power of a projected purchase. Many opportunities exist to supply machinery and equipment for soundly conceived and promising new installations, expansions, and modernizations, but in most cases, a financing problem must be solved, usually from a source outside Chile.

(See Nations, page S-6)

ANACONDA PHOTO

World's largest copper mine in Chuquicamata, Chile.

Chile's Trade Balance Is Favorable Despite Inability To Export Farm Goods

CHILE's population in 1960 was estimated at just under 7.5 million, over 60% urban. The principal cities of Chile, in terms of population and in the order of their size are Santiago, Valparaiso, Concepcion, Vina del Mar, Antofagasta, Temuco, Talca, and Osorno.

Chile has a long history of favorable balances in international trade. In the past decade, 1958 was the only year in which imports exceeded exports. It is worthy of note, however, that there have been several periods of crisis in the twentieth century in which Chile has been able to maintain this balance only through heroic measures of import and exchange control. The nature and development of the internal economy of the nation has been strongly influenced by these measures and will bear their stamp for many years to come.

International trade in 1960 was approximately in balance, at a level of $489 million. **The United States dominated both sides of this trade, accounting for 37% of Chile's exports and 47% of its imports.** A trend toward increasing interchange with other countries over the past several years was marked by the fact that the U.S. shares of both exports and imports in 1960 were again somewhat lower.

Chilean export trade is heavily dominated by mineral products, primarily copper, iron ore, and nitrates, accounting for approximately 80% of the total value. The remaining exports are fairly evenly balanced between agricultural products and manufactures. Principal agricultural exports are lumber, wool, beans, lentils, onions, fresh fruits, fishmeal, barley malt, and garlic. Manufactured products exported consist almost entirely of iron and steel semifinished products, pulp and paper, and finished and semifinished copper products.

Manufacturing industries are, with the exceptions noted above, exclusively concerned with satisfying the needs of domestic consumption. In terms of the value of their production and in the order of their size the principal manufacturing industries are foodstuffs, textiles, metalworking, chemicals, shoes, clothing, sand, clay and glass products, and beverages.

AS a direct result of its unique geographical conformation of great length and small width, Chile has special problems of internal transport. The railway system, although somewhat deteriorated because of undermaintenance and lack of modernization, comprises almost 9,000 miles and is fundamentally one of the best in Latin America. The highway system is made up of approximately 60,000 miles of roads; less than half can be considered all-weather; less than 5% is paved.

In an area of more balanced proportions the rail and road systems would be far from inadequate, but in the geography of Chile the result is that transportation slowness and cost represent the single most important obstacle to the prosperity of the exising productive facilities and to their further development.

The Chilean economy is strongly affected by agricultural activities in spite of the growing importance of industrial activity, large payrolls, and foreign exchange earnings of mining. Demographic problems, shared with the other nations of the world, are made more severe in Chile by the lack of prosperity in agriculture. Foreign exchange shortages, originating in rising import demand in the face of more or less static foreign currency earnings, are aggravated by the inability of agriculture to expand its foreign markets and meet internal consumption, requiring net expenditures for imports of foodstuffs. Although the land area under cultivation and its production are growing, they are not keeping pace with overall growth, and there is strong evidence to suggest that profitability of agriculture continues in a long-term decline.

The Chilean manufacturing industry is characterized by its small capacity relative to similar installations in other parts of the world. This small capacity results in part from the smallness of the Chilean market at the time of the installation of individual factories and in part from what the Mission considers to be a fallacious view of the potentials of the Chilean market. The interplay of small size of plants and pessimism regarding the capacity of the market to consume has resulted in high production costs, high distribution margins, and in many instances products of less than satisfactory quality.

investment in

CHILE

$1.75

Published in 1960. Available from U.S. Department of Commerce Field Offices, or from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Market . . .

(Continued from page S-2)

turer to make sure that operations start well and continue properly.

Fishing Industry

With assistance from the Chilean Government, fishing has made considerable progress in becoming industrialized. Primarily emphasis has been put on turning out products for the export market, which leaves much to be desired in terms of the supply of fresh and frozen fish for the domestic market, and the facilities to store and transport these commodities for internal consumption.

The established fishing and fish processing operations are finding markets for their output and are under pressure to expand. New and larger vessels are needed, along with modern equipment and tackle. Expanded and improved plants for making fishmeal and for extracting oil are of keen interest to all the present operators and additional plants are under consideration by various groups of businessmen. Chile has a need and market for refrigerated storage and transport equipment to permit internal distribution of fresh products.

Processing and canning plants are recognized as not sufficiently modern; interest has been expressed in setting up plants which will permit entrance to export markets with canned fish products. Interest also is on the upswing in exporting shrimp, crabmeat, and king crab to U.S. markets. These projected activities will call for equipment purchases.

Forest Products

IN the region from Santiago to south of Concepcion, Chile has extensive planted stands of timber, primarily insignis (Monterey) pine and Eucalyptus. Millions of acres of virgin forest, further south, contain large inventories of woods suitable for lumber, furniture-making, and construction timbers. One large pulp and paper plant already is in operation and has gained access to many Latin American newsprint markets. Another plant is projected for the near future. A good sized modern plywood plant is operating near Concepcion. It appears that these three plants are all relying on planted stands of timber for their wood supplies.

A number of relatively small sawmill operations are carried on, primarily in the virgin forest regions of the country. The Mission visited small laminating and veneer-making plants. These operations represent opportunities for sale of U.S.-made equipment, replacements, and supplies; good possibilities also exist for sale of equipment for new and modern plants.

Chile's Tax Laws Inviting to American Investors in Industry

A number of Chilean manufacturing enterprises now are carried on under licensing of royalty agreements with U.S. firms. The Trade Mission received positive statements of interest from 31 Chilean firms in making licensing or royalty arrangements covering a wide variety of manufacturing operations, from consumer luxury items such as cosmetics, to industrial supplies and equipment.

The Trade Mission is convinced that a U.S. firm, manufacturing a light product for consumer or industrial markets, that is interested in finding foreign licensees, would have an excellent chance of finding a satisfactory Chilean firm with which to make such an arrangement.

Up to now, joint-ventures between Chilean and U.S. firms have been less common than licensing arrangements, but some such partnerships are in operation. The Mission received 90 proposals showing a desire to enter into joint-ventures with U.S. companies, covering a wide range of products. These include proposals for hotel construction and operation, beverage bottling, candy making, food canning, particle board and plywood fabrication, and railway equipment manufacture. Many of the firms and individuals proposing joint ventures were long established in business and impressed the Mission as being competent.

Outside of the mining industry and some public utilities, there is little direct foreign investment in Chile. Chilean tax laws have the effect of encouraging investors to establish their companies as Chilean firms. Distribution of petroleum products is carried out largely by wholly-owned Chilean subsidiaries of international oil companies. Except in the extractive industries, expert knowledge of local markets and conditions is of such great value that some sort of partnership with Chilean interests would seem highly desirable.

The factors affecting investment in Chile are diverse:

Human resources. Employees of existing enterprises in Chile include a satisfactory proportion of serious-minded, hard-working individuals. Factory managers reported that workers were relatively easy to train in complex tasks. Indications were that labor turnover ranges from low to moderate. The trend toward urbanization should provide an ample supply of labor for new installations.

Experience of Chilean businessmen. Executives of firms and individual businessmen who met with the Mission gave an impression of a high order of business sophistication and demonstrated in most instances the results of long, solid business experience. These qualities would make the work of a foreign investor in Chile much easier.

Chilean Government policies. The aid that the Chilean Government offers to investments which fit into the 10-year development plan can be of great assistance in starting new industries. Economic studies and statistical data prepared and made available by the Government can be invaluable in making investment decisions. Aerial photographic maps of large areas of Chile are available at nominal cost.

Vigorous Chilean market. The Mission formed the impression that very strong internal demands, relative to the size of Chile's population, exist for consumer products that can be manufactured and sold in Chile at prices only moderately above those of comparable imported articles.

Form of Government. The long history of democratic government in Chile provides encouragement for investors, Chilean and foreign alike. This is especially true for the U.S. investor because only a minimum change in his attitudes and ways of doing business are required. Chile's record of equal concern for all sectors of the economy is especially noteworthy.

Living conditions. Although it may seem an unimportant factor, the physical ease which may be available to a visitor plays a large role in the decisions of foreign investors. The Mission can bear witness to the possibility of seeing a large part of Chile with a high degree of personal comfort.

Monetary stabilization. Chile's stabilization program, now in its third year, will constitute the most powerful of all incentives for investment, by both Chileans and foreigners, once potential investors have become convinced that it will continue and that its measures will be effective.

THOSE factors which appear to the Mission to discourage investment in almost all instances operate equally against Chilean as well as foreign investment. They are:

Tax system. To the U.S. investor, Chile's tax system appears extremely complex and many Chilean businessmen told the Mission that they find it so. The practically universal 5% sales tax is extremely regressive in its effects and, as administered at various levels of the economic process, results in a truly burdensome pyramiding and thus provides a real limitation to mass purchasing power. Discriminatory treatment of foreign corporations under the income tax laws provides a real, as well as a psychological, handicap to U.S. investors as it denies them certain advantages offered by the tax laws of the United States.

Import duties. Except for those plants qualifying under special legislation, industry in Chile must pay high import duties on machinery and spare parts brought in from foreign sources. In addition to increasing the capital requirements of industry, these duties build a permanent inflation into the cost of products.

High interest rates. Although prevailing interest rates in Chile are not high in relation to those in effect in other developing countries, they are a formidable deterrent to industrial investment, particularly for Chilean investors. Certainly in view of the necessities of the stabilization program any action aimed at lowering interest in the near future would have to be undertaken on a carefully selective basis.

Protection of established industry. In spite of the enactment of an antimonopoly law, the Mission has observed, in Government statements as well as in opinions in the private sector, a *de facto* determination to make sure that existing industry continues to operate profitably without regard to its prices, operating efficiency, or product quality. This limits investment opportunity for Chilean and foreigner alike.

Internal transport costs. For the short term at least, the cost of moving products and material within Chile constitutes a discouragement to investment. Provisions in the 10-year plan for transportation facilities should substantially lessen this problem.

Chile Encourages Foreign Investments in Housing

THE construction potential in Chile is good in specific fields of interest and in others it is limited by the Chilean population and the market it makes up.

Housing presents the greatest market in the immediate future. *There is a deficit of 500,000 units.* The need for housing exists at all economic levels but particularly in the low income groups.

Chile's current population increase is 2.5% per year which will further increase the demand. The Government has organized the Corporacion de la Vivienda (CORVI), a housing agency to promote housing construction. A law was passed this year enabling private savings and loan institutions to be formed, and they are now active in the housing finance field. There are also a limited number of housing cooperatives starting.

The level of technical development in construction techniques, buying methods, equipment, materials, and labor training could be increased to create more efficient production. The potential in this field is encouraging.

There is great need for speed in the public works program. Eventually this field will offer opportunities, but financing is lacking and the housing presently takes preference.

Opportunity will be limited in the field of industrial construction until more confidence is developed among local investors. There appears at present to be a preference for package plants or "turn-key" jobs for industrial construction projects.

Chile has an abundance of engineers in the construction field because of excellent long standing educational facilities. However, nearly all of these people have broad generalized experience. There is a definite lack of specialization. There is an excellent opportunity for specialized firms from the United States to assist or participate in joint-ventures with local firms.

The trend is not to give major design contracts to foreign firms alone, but to use joint-venture firms composed of a Chilean firm and a foreign specialized firm. In fields where there is the opportunity for recurring jobs utilizing similar specialties, these partnerships could continue for a considerable time. However, the pattern in Chile usually has not indicated this to be the situation. Chile's economy is such that often only one or two projects of any one kind are ever designed or built. As a result, the volume is low and these partnerships are frequently only on a job-by-job basis.

The development and training of technicians is gaining momentum in Chile. Some foreign equipment manufacturers are training technicians in the use of their equipment. There are many Government and private technical schools and the level of competency of the local technicians is increasing rapidly. That the Chilean people are very adept at learning technical skills can constitute an asset to foreign contractors, equipment manufacturers, and professional consultants.

The construction industry as a whole is expanding in Chile. There are many opportunities for doing business profitably. However, it is imperative that any firm desiring to do business in Chile fully understand the complexities of the business climate. With few exceptions, it would be wise to form partnerships or joint-ventures with reputable Chilean firms that are successful in common fields of interest. There is a definite place for any firm that has the desire to work with the Chilean people.

Nations . . .

(Continued from page S-3)

Chile's 10-year development plan calls for investment, both public and private, of $9.5 billion over the next 10 years. A large part of these expenditures will necessarily be for imported goods and services. For the U.S. businessman, this means not only an opportunity to help supply the needs of the plan itself, but a multiplication of opportunities to join with Chilean businessmen in satisfying newly created consumer demands.

The Mission received many expressions of interest from Chileans regarding purchase of U.S. products, principally for:

- Bakeries—ovens, mixers, blenders, dividers, scales, pans; food processors—refrigeration units, storage facilities; canning machinery.
- Forest products—sawmills, planers, strippers, veneering equipment, laminating presses.
- Small mining—crushers, shovels, cranes, drills, trucks, conveyors.
- Metalworking and machining—lathes, shears, brakes, drills, welders, small power tools.
- Textiles—looms, throwing equipment, carding equipment.
- Transport—large trucks and tractors, refrigerated over-the-road equipment.
- Service industries—auto repair equipment, drycleaning equipment, laundry machinery.
- Plastic products—molds and dies, plastic raw materials.
- Agriculture—bulk grain handling equipment, grain drying equipment, fruit and berry grading and handling equipment, dairy and milk processing equipment.

GREAT interest was shown, in conversations and interviews, in expanding Chilean exports to the United States. Products which, in the opinion of the Mission, could find larger markets in the United States are wine, fresh apples, fresh pears, melons, table grapes, onions, fish products, lumber, and fabricated copper products.

It is the opinion of the Mission that very significant Chilean exports to the United States would be possible in such lines as: *Preserved and canned fruits, marmalades and jams, canned vegetables, fresh shrimp and king crab, and canned fish products.* With respect to fresh products, we believe that improved grading and presentation, as well as speeded-up handling and transport will be required to take full advantage of the opportunities offered by the U.S. market. Preserved and canned products will have to be of very superior quality and appearance in order to capture the widespread North American interest in imported gourmet foods.

Trade Mission to Chile: Summary of Its Operations

The Mission functioned from November 4 to December 16, 1961, a total of 42 days.

Eight cities in Chile were visited: Arica, Antofagasta, Concepcion, Osorno, Santiago, Valdivia, Valparaiso, Vina del Mar.

Two Trade Information Centers, equipped with commercial libraries were operated: One in Santiago, at the Hotel Carrera, and the other in Valparaiso, at the Chamber of Commerce headquarters.

Meetings were attended by 1,064 persons; this number includes 137 persons who attended showings of films on agricultural implements brought by Mission Member Baker.

A total of 358 Chilean businessmen were interviewed and 28 plants were visited.

The Mission presented 110 business proposals submitted by U.S. firms; 91 of these received interested response from 99 Chilean firms, resulting in formation of a total of 250 contacts between Chilean and U.S. firms.

A total of 177 trade and investment opportunities, in addition to contacts resulting from business proposals, were reported.

Portrait of a Country

Richly Endowed Chile Looks to Future

FOR the foreign visitor, Chile offers an immediate and lasting impression of richness and variety. The climate, controlled by the proximity to the sea of a very high proportion of the total land area, and moderated by the multiple effects of the Humboldt Current, makes relatively minor demands on the people in terms of defense against the weather.

The Pacific Ocean offers a bewildering variety of marine life for man's nutrition and almost unlimited vistas of beach and surf for his recreation. The land itself presents evidence of both mineral and agricultural richness in high degree. Soil and climate permit the growth of a tremendous range of agricultural and forest products.

Chile appears to be richly endowed also in human resources; the present day population is composed almost entirely of the descendants of immigrants from nearly every part of Western Europe and the physical and intellectual traits that have made such a large contribution to European progress are clearly evident.

In early colonial times, Chile offered small hope for large supplies of the precious metals that constituted the primary motivation to the Spanish Colonial Government. Consequently, the colonial development that took place was largely in terms of agricultural possibilities that some of the colonists were able to visualize. The vision of these first colonists holds true today—olive groves, vineyards, plantings of pulses most favored on the Iberian Peninsula, fruit orchards, and pastures for cattle and sheep dominate the scene from Arica in the north to Punta Arenas in the south. A very important part of this agricultural activity results in products that are unexcelled.

As early as the period immediately following the end of World War I, Chile was threatened with a severe crisis in her balance of payments with the rest of the world. This crisis was repeated, qualitatively at least, after World War II and after the Korean conflict.

A somewhat similar situation arose as a result of the worldwide depression of the early 1930's. These crises stemmed principally from sharp drops in demand and prices for Chile's two main exports, nitrate and copper. The problems in marketing nitrate in recent years were aggravated by the development of the synthetic nitrate industry in the principal fertilizer consuming areas.

DURING each of the foreign trade crises, the Chilean Government found it necessary to restrict the customarily large imports of consumer goods. Certainly in the first applications of import and exchange restrictions, it was not foreseen that a powerful stimulus would be offered to the establishment of domestic industry to produce previously imported articles, or substitutes.

There is evidence that in later crises this stimulus was regarded and accepted as a collateral benefit to be derived from the restrictions imposed; at some point during the series of crises the need and desire to protect the overstimulated domestic industry assumed equal importance with the need to defend periodically dwindling foreign exchange reserves.

At some point in the development of Chilean industry, it became the prevailing view in both business and Government circles that the domestic manufacturing industries required protection from domestic as well as foreign competition and evidence of this view has been heard on all sides by the Mission.

An important result of the history of the development of Chilean industry and of the nature of the industry that has thus emerged is that the industrial operations do not appear to make contribution to Chilean productivity, nor to Chilean capacity to consume, commensurate with the monetary value of industrial output. In the 1950's Chile experienced a runaway inflation that seemed to have been brought to a halt only at the end of 1959. It is not possible for the Trade Mission to estimate what contribution has been made to that inflation by the unusual characteristics of Chilean industry, but it seems certain they have been a factor of importance.

Although much of Chilean industrial development has been devoted to the domestic market for personal consumption, three major developments have taken place, with positive assistance from the Government—*the petroleum industry, the iron and steel industries, and the fabrication of copper products.* The National Petroleum Co. (ENAP) is a wholly Government-owned corporation which has the exclusive right to explore for oil and produce and refine it. Distribution of products is carried out by private companies, Chilean branches of international oil companies. Starting with its first oil production in the extreme southern part of Chile 10 years ago, ENAP has been able to bring oil output up to the point where the 45,000 barrel per day refinery at Concon can rely on domestic sources for about 80% of its throughput.

The margin by which production falls short of consumption has remained very much the same, in absolute terms, for a number of years, but ENAP has been able to keep pace with the new demands.

The Pacific Steel Co. (CAP) was sponsored by the Government, through subscribing to 47% of its capital stock, and by guaranteeing the oversea credits which accounted for 85% of the cost of the original plant installation. CAP has at present a capacity of 450,000 tons of output a year, having been increased from an original capacity of approximately 250,000 tons. A program currently is underway to increase capacity to 600,000 tons per year. The plant is operating at capacity and sells about 80% of its output inside Chile.

Fabrication of wire, cable, tubing, pipe, sheets, and rods from copper is carried on by several private companies. Exports of these products in recent years have made an appreciable contribution to foreign exchange earnings. Currently, exports have been declining apparently because the Chilean currency is somewhat overvalued in terms of other currencies.

CHILE

By Simon Bolivar, 1815

CHILE is called by the nature of her situation, by the simple customs of her virtuous population, by the example of her neighbors and the lofty republicans of Araucania, to enjoy the well-being to be procured by the good and just laws of a Republic. If any Republic lasts a long time in America, I believe it will be the Chilean. The spirit of liberty has never been extinguished there; the vices of old Europe and of Asia will come late or never to corrupt the customs of that farthest corner of the Universe. Her territory is limited and it will always be out of infectious contact with other men. She will not alter her laws, her customs, and her practices; she will preserve the unity of her political and religious opinions. In a word, Chile can be free.

Chilean Businessmen Want To Import U.S. Products; Propose Joint Ventures

EXPORT opportunities in a wide range of products—from chemicals, leather, and industrial machinery and equipment to ballpoint pens—are offered U.S. suppliers by Chilean businessmen. A number of firms in Chile are interested in acting as agents for U.S. producers in a variety of commodities.

U.S. capital participation is invited by Chilean manufacturers for joint ventures to expand present operations or establish new plants; technical know-how and licensing arrangements also are sought.

The opportunities listed are but a part of the many developed by the U.S. Resources and Trade Development Mission to Chile. Others will appear in later issues of Foreign Commerce Weekly.

World Trade Directory Reports (WTD), if available on the firms listed, are indicated by date of issue. WTD reports, if not now available, will be prepared on request through the Commercial Intelligence Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., for $1 each.

In a few instances, indicated by a star (★), additional details on the trade leads which follow may be obtained from the Office of Trade Promotion, Bureau of International Business Operations.

Export Opportunities

230 Apparel

Wants to contact U.S. **apparel** exporters and manufacturers. H.R. Goldschneider, Huerfanos 801, Santiago.

280 Chemicals, Allied Products

Wants to import materials to manufacture **insecticides**, mostly fly sprays. Carlos Robles G., Establecimientos Industriales La Marina, Vicuña Mackenna 1341, P.O. Box 6028, Santiago.

300 Rubber, Miscellaneous Plastics

Interested in purchasing **liquid rubber** for sealing cans; Bruhn & Cia., Ltda., Union Central 1053, Santiago.

310 Leather, Leather Products

Interested in importing leather raw material for shoe industry including **synthetic materials, binding** and **trimming**; Artical, Ltda., Merced 384, Santiago.

331 Tinplate

Interested in importing **tinplate** for making cans; Bruhn & Cia., Ltda., Union Central 1053, Santiago.

353 Construction, Handling Equipment

Hardware firm interested in additional lines, especially **materials handling equipment.** Rodolfo Karlezi, S.A., Ferreteria Karlezi, Casilla 1428, Valparaiso. WTD 9/24/56.

Interested in purchasing **materials handling equipment**; Vignola & Cia., Subida Peral 25, Valparaiso.

354 Metal Working Machinery, Equipment

Interested in purchasing **machine tools** and **hand tools** of all types. Vignola & Cia., Subida Peral 25, Valparaiso.

355 Special Industry Machinery

Wants to modernize existing textile plant with U.S. machinery. Wants approximately $300,000 worth of **knitting machines, sewing machines,** and **weaving units.**

Interested in purchasing **silk screen presses**; MADECAL Manufacturas de Calcamonias, Ltda., Carmen 545, Santiago.

Interested in purchasing a full range of **canmaking equipment**; Bruhn & Cia., Ltda., Union Central 1053, Santiago.

Interested in establishing **canmaking** factory. Pablo Stevenson, Industrias Ceresita S.A.C., Gabriel Palma 820, Santiago.

Wants equipment for **quick-freezing fish.** Soc. de Conservas Portugal, Ltda., Philippi 615, Valparaiso.

Wants machinery for **dehydrating and processing potatoes, potato flour.** Edgar Morawitz, Casilla 29, Osorno.

Wants **woodworking machinery.** Particularly interested in large wood drying oven and light machinery for furniture manufacture.

Wants **dairy equipment.** Alf Anker, Anker & Vey, Ltda., Blanco 919, Valparaiso.

358 Service Industry Machines

Desires to contact manufacturer of **commercial refrigerators** for use in hospitals and hotels; Lipi Gas Arica, Ltda., General Valazquez 726, Arica.

360 Electrical Machinery, Equipment

Interested in importing automatic **equipment for garage use**—armature testers, diode testing gear; water softeners and chlorination; also electrical **equipment for measuring, mixing, and grinding feed** for farm operation. Eugenio Saphores Guevara & Cia., S.A.C.I., Esmeralda 959, Valparaiso.

Interested in importing **hand tools** and **small machines**; Sociedad Commercial von der Heyde, Casilla 162-V, Valparaiso.

Wants **electrical insulators.** George W. Hudson, Hudson Hermanos, Casilla 13042, Santiago. WTD 12/15/61.

362 Electrical Industrial Apparatus

Interested in purchasing **welding equipment**; Vignola & Cia., Subida Peral 25, Valparaiso.

363 Household Appliances

Interested in purchasing unassembled **stoves** and other household appliances, to be assembled in Arica; Lipi Gas Arica, Ltda., General Valazquez 726, Arica.

371 Motor Vehicles, Equipment

Wants source of used and salvaged **Chevrolet and Ford parts**; also, wants exclusive line of **motor oil additives.** Marcos Kaplum, Leon Kaplum Inc., Arturo Prat 179, Santiago.

Wants **automotive equipment.** Luis Sande, Establecimientos, Alameda 1771, Santiago.

Wants **automotive equipment.** Santiago Rosno, Estado 215, Oficina 311, Santiago. WTD 12/15/61.

Wants **chassis for passenger buses.** Carlos Astorga, Sociedad Cooperativa Duenos Automotrices, Calle Yungay 2269, Valparaiso.

373 Ship, Boatbuilding, Repairing

Ship repair and naval construction firm wants a used (less than 10 years old) **floating drydock** with an 8,000- to 10,000-ton capacity. Federico Corssen, Astilleros de Las Habas S.A., Avda. Altamirano 1015, Valparaiso.

394 Toys, Sporting Goods

Wants **toys, balls,** nontarnishable **novelty fabrics,** and **general merchandise.** Cristo Ananias M., Barros Arana 323, Concepcion.

Wants to import **toys** and wheeled toys such as **wagons.** George W. Hudson, Hudson Hermanos, Casilla 13042, Santiago. WTD 12/15/61.

395 Pens, Pencils

Wants **ballpoint pens.** Antonio Valech, Huerfanos 979, Santiago.

Agency Opportunities

151 General Building Contractors

Would like to represent U.S. **engineering and/or construction** firm. Eugenio Lagos, Kenrick-Imagri, Alamedo esquino Ejercito, Santiago.★

260 Paper, Allied Products

Wants to handle **paper, stationery,** and **stationer's accessory items.** Emanuel Hutschnecker, Estado 260, Oficina 504, Santiago.

280 Chemicals, Allied Products

Interested in representing U.S. manufacturer of **insecticides**; Aerosol S.A.C.I., Las Dalias 2572, Santiago.

285 Paints, Varnishes, Enamels

Wants to represent U.S. manufacturer of **paints, varnishes, enamels, and waterproofing material**; Lipi Gas Arica, Ltda., Velazquez 726, Arica.

342 Cutlery, Hand Tools

Would like additional agencies for **small tools**; Mario Vignola & Cia., Subida Peral 25, Valparaiso.

Interested in commission arrangement with manufacturer of **hardware** and **hand tools**; Humberto Ramirez Freire S.A., Augustinas 975, Santiago.

353 Construction, Materials Handling Equipment

Would like additional agencies for **construction equipment**; Mario Vignola & Cia., Subida Peral 25, Valparaiso.

Interested in representing U.S. manufacturer of **material handling equipment**; Oscar Riesle & Cia., P.O. Box Q, Antofagasta.

354 Metalworking Machinery, Equipment

Interested in representing U.S. manufacturer of **welding and cutting equipment**; Oscar Riesle & Cia., P.O. Box Q, Antofagasta.

355 Special Industry Machinery

Interested in representing U.S. manufacturer of **poultry processing equipment**; Humberto Ramirez Freire S.A., Augustinas 975, Santiago.

358 Service Industry Equipment

Wants to handle **water treatment and softening equipment.** Jorge Meibergen, Galvanometal, Ltda., Rosas 2801, Santiago.

Interested in agency for **air-conditioning and heating equipment**; Cia. Comercial S.A., CICOMA, P.O. Box 3779, Valparaiso.

Wishes additional lines; **air-conditioning controls and equipment; oil burners and accessories.** Arnaldo Droste, Carlos Droste & Cia., Morande 546, Santiago.

Wants to represent manufacturer of **water-treating equipment.** Carlos Martinez Oyarzun, California 2370, Santiago.

Desires agency arrangement for **air conditioners.** Jorge Dominguez, Dominguez y Pan, Bandera 206, Oficina 707, Santiago. WTD 9/14/61.

360 Electrical Machinery, Equipment

Wants to represent **electrical equipment** manufacturers. Jörn Gevert, Moneda 973, Oficina 533, Santiago. WTD 12/1/61.

Wishes to locate buying agent in New York or New Orleans for **electric appliances** and **housewares**; Alejandro Cori & Cia., Ltda., Condell 1479, Valparaiso.

Interested in representing electrical **(electronic) equipment** manufacturer. Rudolfo May, Industrias Electricas Mess May y Cia., Ltda., Teatinos 425, Santiago.

369 Miscellaneous Electrical Machinery Equipment

Would like agency for **dry cell batteries**, particularly for radios, transistors, and flashlights. Jorge Dominguez, Dominguez y Pan, Bandera, 206, Oficina 707, Santiago. WTD 9/14/61.

371 Motor Vehicles, Equipment

Importer wants to act as agent for **automotive equipment and accessories.** Fernando Poblete Cia., Comercial de Valparaiso S.A., COVALPO, Blanco 793, Valparaiso.

Interested in commission arrangement with manufacturers of **automotive parts, accessories, and supplies**; Humberto Ramirez Freire S.A., Agustinas 975, Santiago.

384 Medical, Dental Supplies

Seeks connection with U.S. exporter of **medical, dental, and hospital supplies.** Ivar Son Igglund, Marchant Pereira 645, Santiago.

394 Toys, Sporting Goods

Wishes to locate a buying agent in New York or New Orleans for **toys**; Alejundro Cori & Cia., Ltda., Condell 1479, Valparaiso.

Import Opportunities

200 Food, Kindred Products

Wants to export **sheep intestines** for sausage casings. Enrique Villanueva, Villanueva, Hermanos & Cia., Anibal Pinto 1577 (Casilla 33-c), Concepcion.

220 Textile Mill Products

Interested in exporting **washed wool**; also **sheep and lamb skins.** Enrique Villanueva, Villanueva, Hermanos & Cia., Anibal Pinto 1577 (Casilla 33-c), Concepcion.

Interested in exporting **woolens** for use in children's clothing; Tahan & Cia., Las Heras 616, Valparaiso.

240 Lumber, Wood Products

Wishes to contact importer of **alerce lumber**, either raw or finished. Tiberio Porges K, (maderas), P.O. Box 9474, Huerfanos 713, Santiago. WTD 12/21/61.

314 Footwear, Except Rubber

Men's shoes to U.S.; Pedro Laborde, Laborde Hermanos, Santos Dumont 560, Santiago.

Interested in exporting **men's shoes** to U.S.; Soc. Ind. Stolzenbach S.A., Casilla 437, Valdivia.

Investment Opportunities

147 Rock Salt

Mining company producing both rock and table salt in bulk seeks joint venture to mechanize plant and develop exports to U.S. Now producing 60,000 tons annually, valued at $150,000. U.S. partner to furnish equipment. Salinas de Punta

GRACE LINE PHOTO

Avenida O'Higgins, in Santiago, named for the Irishman who liberated Chile.

de Lobos, S.A.M., Errazuris 1202, Valparaiso.★

151 Building Construction

Architects and construction engineers seek joint venture for construction of large industrial buildings. In business 15 years, employ about 200 persons. Oreste Depetris, Av. General Bulmes 177-4 piso, Santiago. WTD 3/2/59.

203 Canned Foods

Food distributor seeks license to process U.S. food products not presently available in Chile. Organizacion Laub, Carlos Antunez 2083, Santiago. WTD 5/17/60.

Fresh fruit exporter to New York market seeks joint venture to provide refrigeration facilities to reduce cost of present method and improve quality of fruit. David del Curto Libera, Agustinas 863-9° piso, Santiago.

208 Beverages

Soluble coffee processor seeks joint venture with U.S. firm to establish beer brewery. Can provide $200,000 in local capital; U.S. investor to provide equipment, technical know-how, and part of capital. Ziegele & Co., 59 D, Valdivia.

209 Miscellaneous Food Preparations

Chilean business group seeks license arrangements for processing powdered food such as onions, garlic, celery, and chile pepper. No capital participation needed. Miss Ana Teresa Cohen S., Casilla 13684, Santiago.

Exporter of agricultural products seeks joint venture, with U.S. capital and know-how, to expand business and process products such as dehydrated garlic and onions.★

233 Women's Outerwear

Clothing manufacturer seeks joint venture to expand, modernize, and diversify production. Industrias Luxotex S.A.C. & I., Vicuna Mackenna 2305, Santiago.

241 Logging

Group of landowners of more than 200,000 acres of virgin forest desire to make deal providing for exploitation of their timber. Willing to make arrangements on basis of payments per board-foot cut and shipped, or on any other equitable basis. Estimate minimum investment requirement $50,000. Jorge Heimann, Comite de Adelante de Rininahue, Casilla 396, Osorno.

243 Prefabricated Houses

Construction firm seeks joint venture, primarily capital and know-how, to establish prefabricated housing operation. Has production capacity of 30 homes a month of wood construction. SODAC Sociedad de Autoconstruccion Tecnica S.P.A., Huerfanos 812, Santiago.

Another construction company is organizing a firm to produce prefabricated low-cost housing for workers. Has patent for his technique. Joint venture offered for minimum capital participation of $50,000. Empresa Constructora Omegna, Casilla 1931, Santiago.★

263 Paperboard Mills

Joint venture for establishment of chipboard plant. Individual has made deposit on necessary machinery. Needs $600,000 to $800,000 capital participation and marketing outlet in U.S. F. Guillermo Prochelle, Casilla 19-D, Valdivia.★

Chilean engineer seeks $400,000 capital participation in joint venture to establish plant to manufacture boards from straw. U.S. partner would also provide necessary machinery. Alfredo Beytia M., Casilla 2255, Santiago.★

283 Drugs

Pharmaceutical laboratory seeks joint venture or licensing in pharmaceutical field. Now manufactures Swiss, West German, and French pharmaceuticals on royalty basis. Prescription products a specialty. Sell direct and through wholesalers. Laboratorios SILBE, P.A. Cerda 5291, Santiago.★ WTD 7/7/55.

Chemical manufacturer seeks joint venture or licensing arrangement with U.S. cosmetic and drug manufacturers using aerosol type of container. Imports the cans and valves from U.S. for assembly in Chile and buys ingredients from U.S. Continental Aerosoles (Chile) S.A., Limache 1227, Vina del Mar.

284 Cosmetics

Distributor seeks contact with U.S. firms interested in manufacturing and distributing consumer items generally sold in drug stores, bookshops, shoe stores. Specifically interested in cosmetic lines and costume jewelry. Hardy & Cia., Ltda., Blanco 538, Valparaiso.★ WTD 5/1/54.

289 Adhesives

Manufacturer of adhesives, paper and cloth tapes, seeks joint venture to provide new machinery and techniques. Sales volume $120,000 annually could be increased. Believes $50,000 investment would be required. Ramon Echevarria & Cia., Pedro de Valdivia 7580, Santiago.

A firm of distillers, meatpackers, yeast producers, plans production of adhesives. Seeks license or joint venture with U.S. manufacturer. Industrias Varias S.A., Agustinas 1343, Santiago.★

Manufacturer of rubber goods, paints, antirust compounds, and related items, seeks license or joint venture for manufacture of adhesive products. Presently licensed by German paint manufacturer. VULCO Sociedad Anonima de Productos de Goma, Avda. Bernardo O'Higgins 1555, Santiago. WTD 5/17/61.

306 Rubber Products

Manufacturer of industrial rubber hose seeks license to manufacture V-belts, industrial gloves of rubber. Em-

A Reminder . . .

to all U.S. manufacturers and exporters with representatives abroad that your cooperation in

OPERATION AGENCY INDEX

will help put prospective foreign buyers in prompt touch with local sources of supply for your products.

• *A copy of form FC-30 should be filled out for each of your agents, distributors, and licensees in each foreign country. In listing your foreign representatives, please use their street addresses instead of post office box numbers.*

INFORMATION AND FORMS are available from the United States Department of Commerce Field Office in your area or from the Commercial Intelligence Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

Special Features Of Chile Market

THE announced intention of the Chilean Government to promote the establishment of selected industries, through direct financial participations, creates an opportunity for U.S. manufacturers of industrial machinery and equipment to do business in Chile. Grants and credits which the U.S. Government has advanced, both for earthquake reconstruction and for development purposes, offer U.S. manufacturers an added opportunity to broaden their sales.

The fact that Chile has already spent several years in the preparation of a 10-year development plan offers great promise that a working basis for an Alliance for Progress can be worked out promptly between Chile and the United States. Such an alliance will, without doubt, spur economic and social development, and hence increase business opportunities in Chile.

ploys 70 workers and has capital of approximately $300,000. Mangueras Industriales, Vicuna Mackenna 2545, Santiago. WTD 4/20/61.

Manufacturer of mechanical rubber goods, rubber balls, heels, water bottles and related items, seeks joint venture to modernize plant with new equipment, technical know-how, and additional capital. Industrias de la Goma S.A. INGOM, Blanco 1366, Quilpue.★

314 Footwear

Shoe manufacturer seeks license to manufacture well-known U.S. brand of men's and women's shoes. Plant now produces 350 pairs daily with 100 workers; plant capacity 1,000 pairs. Fabrica de Calzado, Casilla 976, Osorno.

331 Steel Pipe

Manufacturer of tubing and pipe would like to purchase equipment to form and weld steel pipe and tube up to 2 in. O.D. Interested in joint venture to pay for this equipment or would require credit. ITACA, P.O. Box 4512 (Stgo), Arica.

332 Steel Castings

Iron and bronze foundry making industrial boilers and valves seeks license arrangement to expand into steel casting business. Also seeks $200,000 capital for expansion of their steel and bronze valve business. Kupfer Hermanos S.A., Fundicion Libertad, Libertad 53, Santiago. WTD 2/8/51.

335 Copper Wire

Manufacturer of copper and steel wire offers joint venture for expansion for drawing and rolling of copper wire and electrical conductors for local and Latin American market. Elaboradores de Cobre ELCO, Estrella Polar 893, Santiago.★ WTD 8/25/61.

342 Cutlery, Hand Tools

Manufacturer of razor blades seeks joint venture or license to improve product and increase production. Needs technical help and new equipment. Fabrica Nacional de Hojas de Afeitar S.A., Casilla 1375, Santiago.★

Manufacturer of small tools, farm and industrial, hammers, axes, pitch forks, sledges, and spades seeks joint venture. U.S. partner to provide technical assistance and some capital. Firm has 110 employees and annual sales volume of $240,000. FARMESA, Fabrica de Articulos de Metal, Av. B. O'Higgins 460, Santiago.★

346 Metal Stampings

Chemical products manufacturer is interested in joint venture with supplier of machinery to make crown cork bottle caps. States that cork strips made locally and local supply of tinplate ample. Manufactureras Quimicas Moreno Hnos., Placer 565, Santiago.★

353 Mining Equipment

A cement manufacturer is interested in obtaining licenses for manufacture of component parts for mining, agricultural, and railroad equipment. Maintains a foundry and reportedly has capacity to manufacture this type of product. Fabrica de Cemento de El Melon, S.A., Casilla 118 V, Valparaiso.

355 Woodworking Machinery

Manufacturer of woodworking machinery seeks licensing arrangement or joint venture to make machinery for the wood industry, woodcutting equipment and saw sharpeners, and gears for mechanical motions. Also interested in joint venture to establish cast iron and steel foundry. Morandi & Cia., Ltda., Alvarez de Toledo 764, Santiago.

362 Electrical Industrial Apparatus

Electrical manufacturer seeks license or joint venture to manufacture transformers, welding machines, 3-phase motors 1-5 hp., and other electrical products. Neuweiler & Reitz, Yungay 1810, Valparaiso.★ WTD 4/10/59.

363 Electrical Household Appliances

Manufacturer and repairer of refrigeration and air-conditioning equipment seeks additional capital for expansion, up to $20,000, for additional equipment, including bending machine. Kleinman y Cia. Ltda., Casilla 10178, Santiago. WTD 1/4/60.

365 Sensitized Tape

Manufacturer of plastic packaging seeks license or joint venture to undertake manufacture of pressure sensitive-type tape. Envases Modernos, Presidente Rios 7, Santiago. WTD 4/20/61.

721 Drycleaning

Drycleaning establishment seeks financial assistance to modernize and expand facilities. Offers share in business and credit terms to purchase necessary new equipment. Needs $100,000 for expansion. Tintoreria de Limpiados Record, Franklin 1371, Santiago.

Working Capital Urgently Needed by Chile Economy

Chile's industry and trade, both internal and external, are characterized by lack of capital. Investment capital for expansion or modernization is scarcer than capital for new industries because of the assistance Government agencies offer to these industries.

Both commerce and industry are desperately short of working capital. Agriculture, commerce, industry, and banking find their operations have been seriously decapitalized by the long years of inflation and, at least temporarily, the stabilization program is making the capital shortage more acutely felt.

Commercial credit available from banks is in no way adequate to meet the working capital needs of the economy and, of course, cannot be expected to fill investment needs, even under normal financial conditions. It is estimated that only about 25% of the means of payment in circulation in Chile pass through the banking system.

This low proportion is partly caused by the fact that commercial banks are not permitted to accept savings accounts, partly because normally documented transactions are subject to onerous taxation, and partly because of the lack of some of the types of financial institutions necessary to marshal and utilize existing financial resources. Memories of recent inflation also militate against institutional accumulation of funds.

The cost of commercial credit, when available, is a staggering burden on the cost of doing business. The legal maximum that may be charged by banks is 19%, but with fees, commissions, and taxes the rate paid by the borrower is nearer to 25%. The largest borrowers, of course, do not have to pay the maximum rate, but the Mission has a strong impression that no loans are made at a total cost of less than 20%. Loans made outside regular banking channels are, of course, still more costly, running to rates of 30% and higher. It is not unusual to hear of discounts of 10% of invoice value being available for payment of cash in lieu of the customary 60-day payment.

Ecuador Looks to Bright Future, Based On Alliance for Progress

ECUADOR has a creditable record of economic growth over the past decade, having more than doubled its gross national product.

The United States has been and still is the country's principal trading partner, although this position is under challenge by several countries, discussed later in this report. The United States accounted for an average of 60% of Ecuador's exports and 50% of its imports in the 1956-60 period.

This summary of the views of the U.S. Trade Mission to Ecuador is discussed in greater detail in the other articles included in this supplement.

The favorable trade balance Ecuador enjoyed for the 10 years preceding 1961, averaging almost $50 million annually in the 1957-1960 period, changed markedly in 1961. This situation was caused in large measure by reductions in world prices for two of Ecuador's principal export crops, cocoa and coffee, and to a decline in 1961 of the volume of bananas exported, particularly to the United States. It was aggravated by policies which encouraged imports and by other internal developments which culminated in the devaluation of the sucre on July 19, 1961, to an official rate of 18 sucres to the U.S. dollar, changed from 15 sucres to the U.S. dollar, which had been in force since December 1950.

Exports recently have increased and official exchange reserves have edged upward. The confidence expressed by businessmen in the present Government should stimulate renewed internal economic activity. These factors suggest that 1961 will wind up with a smaller balance of payments deficit than gloomily predicted early in the year.

Projects Impressed Mission

The apparent feasibility of a number of priority industrial projects prepared by the National Planning Board indicates that this sector of the economy will receive special attention. The Trade Mission also was presented with an impressive number of projects meriting serious investigation. It may be hoped, therefore, that increases will occur in industrial activity in the future. This should provide a good market for U.S. capital goods. *With strong competition from Europe and Japan, however, aggressive selling is required. The recently announced credit term guarantees of the Export-Import Bank should prove helpful. There is an interesting field for licensing of manufactures and joint-venture enterprises.*

Principal foreign competition in trade with Ecuador is from Germany followed by Belgium and Italy. Japan has increased its share substantially in recent years, however, and a Japanese Trade Mission arrived during the stay of the U.S. Mission. *U.S. goods have an excellent reputation but repeated claims of excessive price differentials for comparable quality were widespread.*

THE determination of the Ecuadoran Government to promote agricultural development through improved methods should be reflected in a better competitive position for principal export crops. The Mission was told the volume and quality of bananas has suffered by failure of growers to use sprays despite Government payments. Hybrid cocoa developed at the experimental farm promises much higher yields and better quality.

Although Ecuador's imports may be somewhat restricted in the immediate future, the market should regain its former vigor as corrective measures exert an increasing influence. It is a market that deserves cultivating. It offers an excellent field for joint ventures of modest capital investments with strong growth potentials.

Unlike many Latin American countries, Ecuador has a capable Planning Board which has developed plans for consideration under the Alliance for Progress and is therefore in a favorable position to receive prompt consideration of well prepared development plans.

The Mission arrived only a few days after the present Government took office. Private interviews with hundreds of businessmen, a representative cross section, revealed a surprising unanimity of opinion that *the new Government would not only redress the uncertainties of the preceding one but would carry the economy to new levels.* There was widespread confidence that the stability characteristic of the previous decade would be restored. Nevertheless, there is understandably evidence of a "wait and see" attitude regarding substantial business expansion.

The principal products exported by Ecuador include **bananas, cocoa, coffee (90% of export earnings); rice; castor beans; balsa wood; pharmaceuticals; Panama straw hats; sugar; and fish and shellfish.**

WORLD BANK PHOTO

Guayaquil, Ecuador's principal port, on the Guayas River.

Strong Bond Links U.S. and Ecuadoran Manufacturers and Importers

EXPORT opportunities to Ecuador cannot be viewed without awareness of the growing competition from European manufacturers and exporters, but all observers agree that there is still apparently a strong bond between Ecuadoran importers and American exporters, and a pronounced preference for American goods.

However, American exporters are meeting strong competition in the automotive field from European countries and Japan, and in the field of small industrial equipment such as small diesel engines, diesel generators, textile machines and agricultural implements, including tractors. Italy is offering excellent small food-processing and packaging equipment, while Belgium, France, and Germany are strong in structural steel, pipes, and sheets.

The American exporter may not always be able to meet the challenge of European and Japanese competition. Nevertheless he has good opportunities if he is willing to apply his characteristic skill and good salesmanship to the export business in Ecuador. With the new export insurance and credit policy of the United States, he will now also be on a competitive basis with other countries in offering much needed credit terms.

Considerable inroads have been made in Ecuador by the Czechoslovakian export industry. Czechoslovakia has a rather active representation in the Quito area and considerable sales were reported for trucks, automobiles, machine tools, tannery machines, and woodworking machinery. However, up to now the Czechoslovakian competition has not yet been able to organize good facilities for repairs and spare parts, with the result that inroads which Czechoslovakia has made in the last 2 years may be lost. Efforts have been made by the Czechoslovakian representation to further the sale of tools and equipment by supplying such equipment for Ecuadoran technical schools in exchange for Ecuadoran cocoa on a barter basis.

OF Ecuador's total imports in 1960, approximately $102 million, the United States participated with approximately $55 million. West Germany was the next largest importer, with a total of approximately $13 million. The leading imports from the United States included: Machinery and vehicles, $21,799,000; vegetable products, inedible, $6,519,000; chemicals and related products, $5,935,000; metals and metal manufactures, $3,885,000; nonmetallic minerals, $3,170,000; textile fibers and manufactures, $3,096,000; vegetable products, edible, $2,772,000; animals and products, inedible, $1,472,000; wood and paper, $1,278,000; animals and products, edible, $989,000; miscellaneous, $3,926,000; total, $54,841,000.

During the 10-year period preceding July 1961, Ecuador's currency was unusually stable with an official ratio of 15 sucres to the dollar. This stability was maintained through sound monetary management and a favorable trade balance due to rising exports, particularly of bananas, cocoa, and coffee and a corresponding increase of imports.

World over-production of commodities exported by Ecuador contributed to a decline of prices in the last 2 years. Exports declined in the last 9 months of 1961 by about 17% from the same period in 1960.

On the other hand, imports were permitted to rise to a relatively high level. With the devaluation from 15 to 18 sucres to the dollar in July 1961, with increased taxes and rising political ferment, the country experienced a crisis in November resulting in a change in Government.

The U.S. Trade Mission arrived in Ecuador a few days after the new Administration took over. The Mission met with the Ministers of Economy, Development, Treasury, and Public Works. It was impressed by the caliber, technical qualifications and sincere determination to stabilize the economy.

Austerity and Public Confidence

The proposed initiation of a program of austerity in Government expenditures, encouragement of better agricultural practices, and promotion of sound industrial projects should restore public confidence and stimulate economic activity. Conferences with leading business organizations and private interviews with hundreds of businessmen revealed a surprising unanimity of opinion that under the current administration the economy would regain the strength characteristic of the past 10 years and attain a greater rate of expansion.

If the present Administration carries out its announced program, opportunities for American exporters can be considered very good. There are two major categories of business opportunities. The more important involves the various projects for basic industries (these business opportunities of major projects are described elsewhere in this Supplement) which have been developed and carefully planned by Government institutions, especially by the Planning Board and the Ecuadoran Development Center (CENDES), the latter sponsored jointly by AID and the Ecuadoran Government. The other category involves small manufacturers interested in progressing from rudimentary manual operations to mechanical operations with semiautomatic and fully automatic machinery. The greatest interest was displayed in processing equipment for agricultural and food products.

Equipment is needed to process tomatoes into tomato juice, tomato paste, and ketchup. Inquiries were received concerning canning machinery for pineapple, tuna fish and shrimp, and also for machinery to produce mayonnaise, mustard, and vinegar.

Among machinery for food products were packaging machines for precooked foods, such as spaghetti with meatsauce and tamales, and small machines for the modernization of bakeries such as dough mixers and oilburners for baking ovens. Frequently mentioned was equipment to utilize the abundant banana crop for banana flour, dehydrated banana, banana puree. Ecuador still imports a great deal of edible oil. With the projected cultivation of oilbearing palm trees, there will be need for oil processing machinery and a margarine plant.

There is need for medium sized milk bottling plants and for refrigerated meat transport trucks.

IN the Quito area there was special interest in a plant to process corn into starch and glucose, also to extract corn oil. In the Guayaquil area inquiries were made for equipment to produce starch from yucca roots.

There are possibilities for plastic extrusion machinery, small woodworking machines, hand looms and weaving machines for home industries including straw and hard fiber weaving. Possibilities exist for concrete forming equipment; machines to produce venetian

(See Bond, page S-19)

Lucrative LAFTA Markets Beckon U.S. Manufacturers Operating in Ecuador

THOUGH Ecuador has a rather small market, the country is alert to the need to orient its economic activities to maximize its participation in the Latin American Free Trade Association.

The Ecuadoran private sector has little confidence in the economic wisdom of Government alone trying to stimulate economic activity on a continuing basis. Private enterprise is seeking to develop both large and small projects. It has plans for private industrial development banks, and is considering formation of technical groups to prepare feasibility studies all of which attest to this effort. The identification of needed economic projects by the National Planning Board has stimulated activity in this sector.

The Government of Ecuador must, if it follows sound economic policy, tailor imports to exchange availabilities. A company in the United States wishing to maintain its present markets in Ecuador, or desiring to penetrate this market, may find it feasible to produce in Ecuador. Importation into this market of other than essential items may become more difficult. High import deposits and other restraints may dampen exports to Ecuador.

The U.S. manufacturer who associates with Ecuadoran partners will be in a position to supply the Latin American Free Trade Area and get a foothold in these markets.

Technical & Managerial Skills

While there is generally an absence of technical and managerial skills, there are of course many technically trained and able persons in Ecuador. In addition there was much response to the proposals for advanced management seminars and an eagerness to sponsor such programs. U.S. firms can build new enterprises in Ecuador by providing some technical assistance which may be withdrawn after local personnel have been trained to carry out the duties of supervision and skilled jobs.

Many engineers, architects, accountants, and chemists have had training in the United States. Most of the local entrepreneurs speak English and can correspond in English.

Industry Is Confident

Most of the persons seeking joint venture relationships demonstrated their ability to make a reasonable contribution of capital to the proposed business. There appears to be an emerging confidence in the industrial sector of the economy and with this feeling there is a willingness to divert capital from what were previously considered the "safer" investments of real estate to business.

This trend will improve when the commercial code is modified to give a greater protection to minority shareholders. *In many cases the request for outside capital was in the form of used machinery and equipment which may be outmoded in a strongly competitive U.S. market but which would be suitable in Ecuador.* Equipment and technical help can open the door for the U.S. company. Generally, the Ecuadoran company can furnish land, buildings, personnel, some equipment, and raw materials in addition to some working capital.

Small and Medium Enterprises

There is a need to expand the number of small and medium manufacturing establishments where the manpower requirements are relatively high. At present, large factories account for 60% of the industrial output but less than 15% of industrial employment.

A great bulk of industrial employment is now concentrated in artisan type activity that is typified by low capital, limited skills, and low productivity. The highest rate of expansion is in the new lines of activity such as edible fats, paper bags, rubber footwear, paints and varnishes. Industries related to the housing program will find a ready market now and a prospect for a better market in the future. The production of cast iron enameled sinks and tubs, water pipe, sewer pipe, reinforcing rods, galvanized pipe for downspouting, etc., builders hardware and plumbing fixtures all have good prospects for growth and possibilities of export to Peru, Colombia, and Bolivia.

There is already considerable local production in toiletries, soap, furniture, vegetable oils, beer, flour, matches, sugar, pharmaceuticals, fabrics, and cement.

As of 1959 direct private foreign investment was $72.8 million of which 56% was from the United States. An investment guaranty agreement was signed with the United States in 1955.

Examples of Joint-Venture Proposals

A COTTON gin operator has $100,000 available for investment with a U.S. partner in any suitable venture. A suggested activity is the development of a textile operation to produce thread to make a coarse cloth for bags and wearing apparel. A 2,000-spindle operation is contemplated.

A firm engaged in sand dredging and processing wishes to manufacture concrete blocks and tile. The company, the largest supplier of sand in the area, has a present net worth of $500,000 and will convey up to 50% of equity of forming company.

A successful local fruit company operator wishes to attract a U.S. partner to produce dehydrated bananas and banana flour. This company has technical personnel as well as sound management. They state that there is a Japanese market for entire output. Capital of $25,000 is required.

A steel fabricator is interested in an American partner who would invest $150,000 for 25% of the equity in the firm which indicates a 25% return in investment.

A construction material company wants money to expand into production of ready mix concrete. About $100,000 is needed which will buy 40% of the company. Potential earnings are estimated at $60,000 per year.

A pilot plant producing rubber floor tile wishes to begin commercial production which has not started because of lack of capital. Approximately $110,000 is needed which will be worth 50% of the equity. Potential sales are estimated at $200,000 a year initially with earnings of 30%.

Specific investment proposals are listed in an accompanying article of this Supplement.

Claude Courand, Director, American Republics Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C., was the Mission Director. Members of the Mission were:

Alvin D. Snyder, president, Corporate Growth Consultants, Miami, Fla.

Herbert F. Sittenfeld, founder, executive vice president, technical director, National Filter Corp., New York City.

Marvin W. Melton, partner, Melton Brothers Implement Co., Jonesboro and Trumann, Ark.

Melvin W. Isaacson, senior partner, Industrial Management Consultants, New York City.

Anthony Judge, Jr., manager, credit department, Industrial National Bank, Providence, R.I.

Joseph Hadary, private consultant to Pan American Investment, Inc., and Colombian Enterprises, Inc., Washington, D.C.

Country With a Future

Ecuador's Economy in Transition

ALTHOUGH still counted among the "lesser developed" countries in Latin America, Ecuador has experienced a steady economic growth in the past decade. Sugar production has doubled. The production of vegetable oils and fats has increased six times. Production of beer as well as fabrics has doubled. The cement industry quadrupled its output. The average annual per capita income more than doubled during the period.

National income totaled about $635 million in 1960. The gross national product has been growing at a rate of nearly 4% per year while population growth has been slightly over 3%. Per capita income in 1960 was about $160. Some 56% of the people live in the Sierra or highlands region which to a large degree still maintains a feudal agrarian economy. The coastal plain, with 42% of the population, has an abundance of land open to cultivation. The eastern jungle area, the so-called Oriente, and the Galápagos Islands are almost completely underdeveloped and are very sparsely populated.

Despite the increase in the gross national product overall, the relative participation of industry in the national revenue went down slightly during the period, from 16% to 15.7%. This highlights the need for stressing vigorously the development of the industrial sector of the economy.

U.S. investment capital is urgently required in credit and finance for industrial development—the joint association of U.S. capital with existing Ecuadoran ventures and the joint venture of U.S. and Ecuadoran capital in the establishment of new industrial enterprise, according to the president of the Chamber of Industries in Guayaquil. A valuable approach would be the study and realization of the projects which the National Planning Board has set forth with priority ratings. The Chamber of Industries president also feels that technical assistance is required for the modernization of industry which now exists and that which is contemplated and stresses the primary importance of the creation of a private industrial development banking system as an indispensable tool for development of the country. Mission interviews with hundreds of businessmen support his views.

New Administration

The emergence of a new administration, in November of 1961, has encouraged local businessmen and industrialists to move forward in the planning and investment in new industry. Events in 1961 brought the country to the edge of an economic crisis. The new President has selected an able Cabinet composed of traditional Conservative, Liberal, Social Democratic, and Socialist parties. It has the full support of the business community.

The members of the Mission called upon those Cabinet members largely responsible for budgetary expenditures. An effort was made to discover the attitudes of these high level officers of the Ecuadoran Government who will be making top decisions on fiscal policy. These Cabinet members represented the Ministries of Treasury, Development, Public Works, and Economics. In every instance, they announced that the Government desired to create a favorable climate to attract foreign investment and gave assurance that they would follow an austerity program designed to stay within the budgetary limits of their reduced income. They hope to improve the 1957 industrial development law to provide a comprehensive system of financial incentives to accelerate the speed of industry. It is their intention to reorganize the Banco de Fomento and to put it on a sound management basis so that it may continue to give necessary credit to agriculture and industry. They all looked forward eagerly to a private system of development banking. Interest was shown in the possible revision of the Commercial Code to strengthen minority shareholder participation in local industry. The Cabinet members expressed interest in promoting the progress of the priority economic development projects that were listed by the Naional Planning Board. They expect to continue the investment guaranty program signed in 1955.

Trade Balance Threatened

Exports for the first nine months of 1961 were about 17% under the figure for the same period of 1960. Third quarter 1961 imports remained at a relatively high level, thus giving warning of a likely reduction of Ecuador's normally favorable trade balance.

As mentioned earlier, during the third quarter of 1961, exports continued to lag well behind the 1960 pace. Exports for the first three quarters of 1961 totaled only about $85.8 million, about 17% below the total of $103.7 million for the comparable period of 1960. Imports remained on a high level. As a matter of record, total imports through August of 1961 were slightly higher than for the comparable period of 1960.

Devaluation of the sucre in July slowed the reserve drain but reserves have been slow to recover, despite the channeling of all export proceeds to the Central Bank. To supplement its $10 million dollar standby arrangement with the International Monetary Fund, the Ecuadoran Government has requested additional stabilization assistance from the United States. This request was inspired partly by the tight foreign exchange situation and in part by the large 1961 budget deficit facing the Government.

Collaboration in Alliance for Progress

The Ministers propose to carry out a tax reform program and replace existing antiquated and complicated indirect tax methods with more direct and simplified methods. This has been studied before and nothing was done, but the opportunity to participate in the Alliance for Progress program has stimulated renewed interest on the part of the Government.

Ecuador depends on export earnings for the country's development. There is, of course, popular pressure for rapid development. The selection of Sr. Galo Plaza, former President of Ecuador, to head a Mission to the United States to discuss loans from international lending agencies has been greeted with great enthusiasm.

Major Problems

Third quarter banana and cocoa exports actually were off from the second quarter. Ecuador's exports have, for cocoa and coffee, suffered from production setbacks and also from reduced demand and unfavorable world market prices. The Mission was informed of low prices offered for Ecuador's agricultural products by every major business group which it met. Little appeared to be in the way of immediate relief of these problems. It was recommended that control of output and diversification may be partial answers to this engrossing dilemma. The procedures endorsed at the Punta del Este meeting seem to offer the best long-range solution.

Banana and coffee exports for the first three quarters of 1961, according to provisional official data, were off sharply compared with the same period of 1960 in terms of both quantity and value, while cocoa exports were about the same in terms of quantity but down in terms of value. Banana exports were $51.7 million compared with $61.8 million; coffee

(See Economy, page S-20)

Building Industry Needs Help

You Can Buy a House in Ecuador For $3,000 to $5,000, Including Land

THE building industry in Ecuador affords few opportunities for the sale of construction materials made in the U.S.A. To the extent however that accelerated home building usually contributes to the improvement of economic conditions and raises living standards, markets are improved for U.S. exports generally.

Thus, valid reasons exist for U.S. aid to the homebuilding industry in Ecuador. The efficacy of this aid will be contingent, among other things, on a number of factors:

Low cost housing programs can be rapidly implemented by municipalities. But before major housing is undertaken, water supply and sewage systems should be expanded, and a road building and paving program accelerated. This will tend to facilitate population dispersal, thereby reducing the price of land which now is relatively expensive.

Building material industries should be supported. The availability of sugar cane bagasse and wood suitable for chipboard should be investigated with the view to increasing the supply of domestic building materials. Additionally, some research to study better use of local materials, such as bamboo, might be encouraged.

No estimates were available of the magnitude of housing requirements. Considerable residential construction activity was noted in Quito and Guayaquil, centering of homes for the middle and upper class markets in the newer sections. The older sections, and "slum" areas remain unchanged. Some commercial construction, consisting of high-rise office buildings, was also noted in business centers.

The Private Sector

Well organized local contractors, some actively engaged in meeting the requirements of the middle class and luxury housing markets, are available. Some are also planning major developments of 3,000-5,000 units, but are held back by lack of adequate financing. Limited steps have been taken in the field of cooperative housing development, which would ordinarily be the channel whereby a significant contribution to the low cost housing market would be made. Now that some steps have been taken to make financing available through savings and loans associations, cooperatives can be expected to become more active.

The Public Sector

It is best to divide consideration of the public sector into its components: Central Government; municipalities; quasi-governmental entities such as the *Caja de Seguro* (Social Security Fund) and the *beneficencia* (lottery beneficiary).

Central Government. There seems to have been a notable lack of preoccupation with housing in the past and it is only recently that an *Instituto de Vivienda* (Housing Institute) was created. In view of the recent change of Government, it is too early to evaluate the Institute's functions and scope of its responsibility. Most planning efforts such as those of the *Junto de Planificacion* and *CENDA* disclose few if any programs directed at the housing industry. Efforts to create new building material industries had low priority.

In addition to lack of centralized planning, it is apparent that a shortage of technical personnel will inevitably hamper implementation, should this be attempted at the Central Government level.

Quasi Governmental Agencies. *The Beneficencia*, particularly in Guayaquil, is currently involved in housing developments. This takes the form of land acquisition, urbanization, and sale of individual lots to the public. Similarly, the *Caja de Seguro* is quite active in the low middle class housing market, made possible through the investment of its substantial reserve funds. The *Caja* likewise invests these funds in commercial construction programs, such as rental office buildings, and hotels.

Housing

Materials

Quito.—Fear of earthquakes has created public acceptance for but a limited variety of building materials and techniques. Good use is made of locally available materials: Concrete and its derivatives, as well as fired clay bricks and hollow tiles.

Guayaquil.—In addition to these materials, extensive use of other local materials was noted in the outskirts of Guayaquil. Here, much use is made of bamboo. Available in diameters of 4 to 12 inches and in lengths of 10 to 20 feet, bamboo is used for supporting columns in concrete work, and as a siding or sheathing material. Longitudinal incisions spaced approximately 1" apart are made on the inner walls of the tubular stems, thereby permitting the flattening out of the circumference into loosely joined bamboo strips. These can be applied in sheets approximately 12 to 14 inches wide.

Design

The increasing use of concrete in all its varieties—reinforced, precast, prestressed blocks has accelerated the trend towards modern architecture. Thus, current styling appears strongly influenced by U.S. trends, at least in urban areas. The countryside aroung Guayaquil, however, where bamboo, jungle timber, and reeds are abundantly available, is still strongly native in its styling. The structures here are light, adequately cross ventilated, frequently on stilts.

In urban areas, the high cost of land forces very near to 90% of lot utilization, leading to congestion. Low cost houses are built on lots approximately 10 x 30 meters, thus leaving little space for gardens.

Level of Craftsmanship

This tends to be good. Architectural performance and engineering skills are fairly sophisticated in urban areas. Manual labor is predominant. Thus, for example, much of the concrete is obtained by hand mixing without benefit of even small motorized cement mixers. On the other hand, however, the abundance of cheap labor induces a feeling that careful advance planning is not worth the effort. Thus, some maintain that chopping out openings for electrical outlets, or plumbing pipes, is cheaper than providing for these in the initial concrete pouring, or bricklaying.

Building Supplies, Distribution

Building material supplies are evidently plentiful for maintaining the current rate of building activity. Distribution channels are organized to move these supplies to, and within, the market.

Another hazard to the prospective U.S. builder first coming to these parts is the proliferation of the units of measurement in which most products are available. Metric and inch measurements exist side by side for related products. Moreover, use is made here of a "Spanish inch," particularly in the lumber industry, which is somewhat shorter than the U.S. standard measurement.

Financing Terms

Low cost housing is generally available for $3,000 to $5,000 per house, including land. Of this, much too much, 30% to 50% goes to cover the cost of land and development. Higher priced houses for the luxury market sell for approximately ⅓ less than comparable structures in warm climate areas in the United States.

Agriculture, Fishing Resources in Ecuador

Ecuador has no significant known metal mineral resources. In terms of value, gold is the most important metal ore, with silver and copper second and third. There are only small amounts of lead, zinc, and mercury mined. It was reported that tax levies on mining operations have forced companies to discontinue operations. This discourages foreign investment.

Ample limestone deposits are found in the Riobamba and Guayaquil areas, where two cement plants are in operation and the construction of a third factory is planned.

Sulfur deposits are found in three provinces. The mines are small and the sulfur is used locally (for sugar refining, etc.).

Kaolin is found in several deposits. Only a small factory for chinaware in Cuenca makes use of this material.

Other minerals are known to occur in Ecuador in a number of places. Among these are asbestos, diatonaceuous earth, bentonite, magnesite, and perlite.

Petroleum is produced at the rate of approximately 7,200 barrels daily, covering about 70% of domestic needs, the balance being imported from Venezuela. Several oil companies drilled wells for exploration without results.

Ecuador's principal resources are in agriculture and fishing. Future increase of Ecuador's income can be best accomplished by extension and improvement of agriculture, forestry, animal husbandry and of the fishing industry.

Forests Extensive

Large areas of fertile land both in the mountain regions and coastal plains can be brought into production by colonization, extension service, roads, and electrification. A great variety of exportable tropical products can be grown. Export of meat can be expanded and exportable meat products be developed.

A large part of the country is covered with forests. It would be necessary to cultivate uniform types of tropical trees and provide access roads to tropical timber.

Ecuador possesses excellent fishing grounds along its coast and around the Galapagos Islands.

Exports of shrimp have declined due to excessive exploitation and complete lack of sound restocking policy. By establishing a forward looking policy, the export of shrimp and fish products would offer very good possibilities.

The country has many scenic and folklore attractions which could be utilized to establish a good tourist trade.

Ecuador Firms in Market for Variety Of Industry Items; Seek U.S. Capital

AN extensive tour of Ecuador by the U.S. Resources and Trade Development Mission has generated a variety of specific trade leads and opportunities for U.S. participation through capital investment and licensing arrangements.

The following represents an initial list of leads; additional opportunities will be published in subsequent issues of Foreign Commerce Weekly.

World Trade Directory Reports (WTD), if available on the firms listed, are indicated by date of issue. WTD reports, if not now available, will be prepared on request through the Commercial Intelligence Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., for $1 each.

In a few instances, indicated by a star (★), additional details on the trade leads which follow may be obtained from the Office of Trade Promotion, Bureau of International Business Operations.

Export Opportunities

259 Miscellaneous Furniture, Fixtures

Interested in importing **venetian blinds**; M.A.C.A.I.R.S.A. (Corp.), P.O. Box 4063, Guayaquil.

340 Building Materials

Interested in importing **jalousies, glass sliding doors, aluminum and wood doors** and component parts, **venetian blinds, folding doors, awnings, canopies, drapery hardware, mechanical suspension systems and acoustical panels**; Nacional de Neon S.A., Bogota 541, Quito.

355 Special Industry Machinery

Wants proposals for equipment needed for **a processing plant for tomato paste and ketchup**; Almacenes Barakat, C.A., Casilla 325, Guayaquil. WTD 6/28/55.

Interested in establishing modern **slaughterhouse and meat processing cold storage** plant; Asociacion de Ganaderos del Litoral, P.O. Box 408, Guayaquil.

Interested in purchasing **machinery to produce hosiery**; Morales Rosero Hermanos, 10 de Agosto 4530, Quito.

Interested in purchasing **machinery to manufacture venetian blinds**; M.A.C.I.R.S.A. (Corp.), P.O. Box 4063, Guayaquil.

Interested in purchasing **machinery to manufacture rolled and welded pipes**; Ferrotecnia, Ante 143 Ferrotecnia, Quito.

Would like to receive offers from U.S. firms for complete factory for the **manufacture of screw bottle caps** made of metal and plastic; F. J. Martinez Roiz, Aptdo. 4132, Guayaquil.

Interested in purchasing **paper cutting machinery**; Leopoldo N. Chavez, Maldonado 3022, Quito. WTD 5/25/53.

358 Service Industry Machinery

Interested in purchasing **electric cooling ranges**; Casa Comercial Calvet & Martinez S.A., P.O. Box 1100, Guayaquil.

Interested in purchasing the necessary machinery for an **icemaking plant** on 2- to 3-year credit terms; Curtienbre Duran S.A.-Duran, Casilla 1207, Guayaquil. WTD 2/21/51.

Interested in purchasing **poultry dressing equipment**; Casa Comercial Calvet & Martinez S.A., P.O. Box 1100, Guayaquil.

Interested in **printing plant, metalworking plant, petrochemical plant, masonry machinery,** and **pipe and tile machinery**; Ing. Ernesto Mateus, Diego de Murillo 467, Quito.

360 Electrical Equipment, Machinery, Supplies

Interested in purchasing **diesel motor generator set** to generate 60 kw.; Curtienbre Duran S.A.-Duran, Casilla 1207, Guayaquil. WTD 2/21/51.

363 Household Appliances

Interested in household **rotisseries, exhaust fans**; Ing. Ernesto Mateus, Diego de Murillo 467, Quito.

364 Electric lighting, Wiring Equipment

Interested in lighting equipment, **fluorescent, neon, and sign equipment**; Ing. Ernesto Mateus, Diego de Murillo 467, Quito.

371 Motor Vehicles, Equipment

Interested in purchasing **motor oils, grease, brake fluid, paraffin wax, tires, tubes,** and **batteries** for automobiles; Ing. Ernesto Mateus, Diego de Murillo 467, Quito.

739 Business Services

Company is interested in **a management or business consultant.** They have 1,200 sq. ft. of land with building and office and shop personnel which they would like to utilize more fully. Company is engaged in cotton ginning and exportation of kapok and castor seed; Industrial La Esponola, C. A. Junin 107, Guayaquil. WTD 11/1/51.

Agency Opportunities

200 Food, Kindred Products

Would like to act as agent for **tallow, vegetable fats, vegetable oils, soybean**

oil, for Ecuador's soap and vegetable oil industries; EDCO, 10 de Agosto 273, P.O. Box 2723, Quito. WTD 1/15/60.

285 Paints, Varnishes, Enamels

Interested in representing U.S. manufacturer of **paints, varnishes, enamels, and waterproofing material**; M.A.C.A.-I.R.S.A. (Corp.), P.O. Box 4063, Guayaquil.

287 Agricultural Chemicals

Wishes to represent U.S. manufacturer of agricultural **insecticides, fungicides, and herbicides**; R. A. Lasso M., P.O. Box 139, Quito.

344 Fabricated Metal Products

Wishes to represent U.S. manufacturer of **venetian blinds, folding doors, awnings, canopies, drapery hardware, mechanical suspension system, and acoustical panels**; R. A. Lasso M., P.O. Box 139, Quito.

Interested in representing manufacturers of **venetian blinds, folding doors, shades, awnings, canopies, drapery hardware, mechanical suspension systems**; Juan Alarcon O Hijos, Casilla 2054, Quito.

355 Special Industry Machinery

Wishes to represent U.S. manufacturer of machinery to manufacture **venetian blinds, awnings, and canopies**; R. A. Lasso M., P.O. Box 139, Quito.

356 General Industrial Machinery, Equipment

Interested in representing U.S. manufacturer of **spraying equipment**; R. A. Lasso M., P.O. Box 139, Quito.

358 Service Industry Machines

Wishes to represent U.S. manufacturer of **commercial gas stoves**; R. A. Lasso M., P.O. Box 139, Quito.

Interested in representing manufacturers of **commercial gas stoves** and complete package **water treatment systems**; M.A.C.A.I.R.S.A. (Corp) P.O. Box 4063, Guayaquil.

366 Telephone, Telegraphic Equipment

Interested in representing manufacturer of **power transmission and distribution lines**; Ing. Ernesto Mateus, Iligo de Murillo 467, Quito.

371 Motor Vehicles, Equipment

Interested in representing U.S. **bus body plant** for American-made chassis, either forward or rear engine type; Compania Marsa S. A., Calle Espejo 633, Quito.

Import Opportunities

200 Food, Kindred Products

Interested in exporting **bananas** to the United States in hands, packed in boxes rather than stalks; J. E. Barriga M., 5 de Junio 402 y Venezuela, Guayaquil. WTD 6/27/48.

Wants to contact importers of dried fruit to whom he wishes to sell **dehydrated bananas**; Sociedad Anonima Frutera Nacional, Aptdo. 4003, Guayaquil.

Investment Opportunities

019 Commercial Farms

Ecuadorian group seeks $600,000 capital as joint venture to establish cooperative community to produce bananas, cattle, balsa, and cacao. Area to be colonized lies north of Quevedo. Sucre Calderon Perez, Cooperativa Brigada Combinada de Producción Consumo y Crédito, Colon 414, Casilla 219, Guayaquil.

Farm operator offers joint venture to develop agricultural organization now producing beef cattle, bananas, cacao, and coffee. Initial capital required is $160,000. Aspiazu, S.A., P.O. Box 710, Guayaquil. WTD 4/5/60.

202 Dairy Products

Dairy farm with 2,000 liters production from 200 cows wants to establish ice cream plant. Seeks license or franchise from U.S. manufacturer of soft ice cream and install 2 soft ice cream machines. Julio Espinoza Z., P.O. Box 298, Quito. WTD 8/18/61.

203 Preserved Foods

Bakery is interested in modern equipment of simple design for freezing fruits for export and in joint venture with U.S. manufacturer of baby food interested in importing mashed bananas. Fabrica la Union Senno Senno S.A., Casilla 1029, Guayaquil. WTD 9/29/52.

Producer of marmalades, gelatines, and puddings seeks joint venture for manufacture of tomato paste, ketchup, mayonnaise, mustard, dried soups, condiments, baby foods. Industrias Nacionales S.A., Casilla 3981, Guayaquil.

Food processor and operator of supermarket seeks license to manufacture mayonnaise, tomato paste, ketchup, vinegar, condiments, and baby food. Alimentos Superba S.A., Casilla 534, Guayaquil.

209 Margarine

Manufacturer of edible oils and margarine seeks capital assistance up to $200,000 for additional working capital and for acquisition of bottle washing machine and wrapping machine. Joint venture would be considered. La Favorite S.A., Casilla 486, Guayaquil.★

251 Household Furniture

Metal furniture manufacturer seeks joint venture to establish new plant to make aluminum furniture. Has 500,000 sucres to invest plus sheet metal facilities of present plant, skilled labor, and good management. U.S. investor to provide manufacturing equipment, designs, know-how, and some capital. Sociedad Nacional Comercial S.A., Pichincha 305, Guayaquil. WTD 10/17/61.

314 Footwear

Shoe manufacturer, producing 150 pairs daily, offers joint venture to investor providing $100,000 for new equipment, raw materials, and working capital, as well as technical assistance. Plant capacity is 600 pairs a day and estimated present worth $180,000. Expansion would be in manufacture of ladies' high heel shoes and canvas beach shoes. Juan E. Calero e Hijos, P.O. Box 422, Guayaquil. WTD 6/12/61.

Another shoe manufacturer, with daily capacity of 1,000 pairs, operating 4 retail stores, seeks financial participation or loan up to $200,000, to double production. Sociedad Manufacturera de Calzado-La Palma, Aguirre 312, Guayaquil.

326 Pottery

New ceramic plant seeks joint venture with U.S. firm which could furnish new or used equipment to develop and improve production. Making dinnerware and some decorative art pieces with locally built machinery. Gaston Ramirez Salcedo, Ceramica Moderna, Casilla 211, Cuenca.

342 Hardware

Industrial engineering firm proposes joint venture to establish plant to produce agricultural hand tools, electrical switches, assemble refrigerators. Can furnish approximately 25% of capital plus management. INISA Ingenieros Industriales S.A., Ave. Lincoln 255, Quito. WTD 11/28/60.

343 Plumbing Fixtures

Manufacturer of plumbing fixtures seeks licensing arrangement to manufacture trademarked plumbing fixtures. FERROTECNIA, Ante 143 Ferrotecnia, Quito.

363 Household Appliances

Distributor of household appliances and furniture seeks joint venture to manufacture sheet metal refrigerator cabinets and assemble refrigerators with imported units. Jose F. Rebolledo L, Calle Jimena 411/415 y Padre Solano, Guayaquil.

508 Wholesale Equipment Distributors

U.S. participation sought up to $175,000 to increase working capital of established steel and industrial material importer and distributor. Offers 22.2% equity and 25% return on investment. Acero Comercial Ecuatoriano S.A., P.O. Box 2901, Quito. WTD 6/12/59.

Importer of building materials, such as reinforcing rods, angles, and galvanized sheets, supplying large manufacturers and building industry, offers joint venture for additional working capital of about $20,000. Gross sales about $200,000 a year. Francisco Nebel H. & Cia., P.O. Box 3710, Guayaquil. WTD 4/22/53.

Bond . . .

(Continued from page S-13)

blinds; welding and cutting equipment; assembly of prefabricated bodies for buses; also small airplanes, hospital equipment.

Importers and agents are interested in many manufactured goods such as drugs, pharmaceutical raw materials, medical products, dental supplies, antibiotics and vitamins for animals, paints, insecticides, lubricants and petroleum products, asphalt additives, adhesives, refrigerators, electrical supplies and appliances, bathroom and sanitary fittings, building materials of aluminum, kitchen ranges.

Industry in Ecuador

IN the Quito area, there is a well-developed textile industry for cotton, wool, and silk. The textile industry represents about one-third of the total industrial development.

Among other important industries in the Quito areas are a medium sized brewery; two modern malting plants; flour mills; several bottling plants for carbonated beverages; two dairy plants; a plant for production of powdered milk; a small plant for manufacture of cornstarch; a soap factory; an extracting plant for pyrethrum; a plant for manufacture of plastic goods; a very sizable pharmaceutical laboratory which exports its products to Bolivia, Colombia, Panama, and several Central American Republics; a plant for manufacture of asphalt; a good-sized plant for manufacture of wood and steel furniture; a plant for assembly of bicycles, and numerous very small, manufacturers of leather goods, handicraft, chocolate, and food articles.

The Guayaquil area with its larger city population has more industry than the Quito area. There are among others, textile mills, a large brewery, several large carbonated beverage bottling plants, two plants for manufacture of oils, a plant for manufacture of crackers, and various chocolate products, two shoe factories, a plant for the manufacture of rubber articles, and a sizable plastics plant which makes polyethylene bags for exporting bananas.

There are two large sugar mills in the Guayaquil area, a plant for the manufacture of soluble coffee, a cigarette factory, a soap factory, several saw mills, an alcohol distillery, three banana drying plants, two tuna fish canning plants, a fish meal plant, a feed mill, a foundry, several machine and repair shops, a small ship yard, the manufacture of steel furniture, soap factories, and a large ice plant. Guayaquil has modern flour mills and several rice mills.

THE third largest city in Ecuador is Cuenca, in the large agricultural hinterland. Cuenca is famous for its Panama hat industry. Since this industry has steadily declined, the area has been declared a distress area and is highest on the list of tax and duty exemptions. At the present time, a new tire factory is being constructed with participation of the General Tire and Rubber Co. Cuenca is making special efforts to attract new industries. There are possibilities for meat and vegetable processing, especially the processing of tomatoes. An apparently sound project involves a modern slaughter house and refrigerated meat transport vehicles to bring meat from this area to the substantial Guayaquil market. Interest has also been expressed in a plastics manufacturing plant and a glass manufacturing plant.

Future industrial development in the two major industrial areas will be confined to the needs of the domestic market within each area as cost of transportation between Quito and Guayaquil is rather high. Further industrial development may be more significant in the Guayaquil area where there is need for more electrical power, a modern slaughter house, cold storage facilities, meat and foods, fish industries and perhaps fish meal production.

In this area there is also a very sizable growth of wild castor bushes which offer an opportunity for increased castor oil extraction. There is interest in a project for bottled butane gas. One large company, Domo-Gas, is already producing butane gas from petroleum of the Anglo-Ecuadoran refinery in Guayas Province.

Two of the existing sugar mills, Ingenio Valdez and San Carlos are producing bagasse which could be converted into paper and a paper mill is under consideration.

Visit by U.S. Trade Mission to Ecuador Highlights Investment Interest

Although the United States is outstandingly Ecuador's largest trading partner, foreign competitors, notably Germany, Belgium, Italy, and Japan, have been increasing their share of the country's business. The Government Planning Board has developed a number of priority industrial projects that offer good opportunities for U.S. participation. The Trade Mission sought to determine the principal factors limiting trade, and at the same time investigate opportunities for expanding economic activities through U.S. investments. Mission members were consequently more than casually interested in Ecuador's efforts to promote agricultural and industrial development, and lost no opportunity to stress the interest of U.S. business in cooperating in any feasible projects attractive to the foreign investor.

The Mission spent one week in Quito, the capital, and one week in Guayaquil, the principal port and heart of the industrial complex and commercial center. The objectives of the Mission were given wide publicity, and were conveyed through conferences with leading business organizations, and hundreds of private interviews. The Mission provided information on the United States as a source of supply and as an export market.

Interviews with several hundred businessmen developed interest in trade proposals, joint ventures, and licensing. Direct assistance was provided in selecting U.S. companies for export and import products.

The Mission held interviews with members of the newly appointed Cabinet, and obtained their views regarding proposed stabilization measures and economic development. Keen interest was expressed in U.S. private enterprise participation. Pertinent information was obtained from a wide range of sources for use by the U.S. business community relating to current and potential trade and investment opportunities.

The Mission arrived in Quito, November 11 and departed from Guayaquil, November 25.

A Trade Information Center, incorporating a large commercial library, was established in the Chamber of Commerce of Quito from November 10 to the 17, and in the Chamber of Commerce of Guayaquil from November 17 to November 25.

A total of 1052 people attended the various meetings; 262 personal interviews were held; 19 plant visits were made; 48 business proposals were presented; and 86 trade and investment opportunities were reported.

Cigarette output in Malaya (Federation of Malaya and Singapore) during the first half of 1961 totaled 5.9 million pounds—up 12.8% from the comparable period last year, the Foreign Agricultural Service reports.

Output of cigarettes in Singapore, at 2 million pounds, was 34% larger than the January-June 1960 level of 1.5 million, while output in the Federation of Malaya was only 4% larger than the 3.7 million pounds produced during the first half of 1960. Most of the increased requirements of leaf by Malayan cigarette factories is being imported from the United States, Rhodesia-Nyasaland, and India.

Economy . . .

(Continued from page S-15)

exports were $10.7 million compared with $16.3 million; and cocoa exports were $13.0 million compared to $16.2 million —a total reduction of $18.9 million.

Many proposals have been made to create industries using the banana as a raw material. These include banana flakes as a breakfast food, flour, chips, and purée. Some of these proposals appear to have merit and bear further investigation.

In the field of international trade cooperation an International Banana Organization of Western Hemisphere banana producing countries met in Ecuador in early August. The final draft of their constitution stressed research, development, and trade promotion, but omitted discussion of export quotas to which Ecuador is opposed. The Mission emphasized to the Ecuadorans that it is difficult to negotiate the law of supply and demand. If they did nothing about quotas and continued to build production, they could not hope for better prices.

A decree confirming Ecuador's membership in the Latin American Free Trade Area was signed by the President in October. It is reported that Ecuador has not begun to prepare its lists for negotiation and that the lists will require a minimum of 5 to 6 months.

The Mission found widespread interest in the Latin American Free Trade Area. This offers new industries coming to Ecuador a chance to participate in this upcoming, expanding market. As about half of the country's population is not in the money economy, the present market in Ecuador is small. With the advent of the Free Trade Area, however, and the inevitable development plans that are in the offing, Ecuador will have good opportunities for expansion of new small industry. Those who enter the market now will be in an advantageous position as trade barriers in nearby republics are lowered.

A general awareness exists that the income of the small farmer must be improved before there can be a significant market for industrial goods. Efforts are being made in the direction of agrarian reform in line with Ecuador's plans of collaboration in the Alliance for Progress program, including adoption of an official short-term development plan and tax reform.

Investment Outlook

The present atmosphere for investment seems much better than in the past. The change of Government has rekindled hope. Able and dedicated people seem to be at the head of Government. Although serious and urgent problems face them, the Ecuadorans are resolutely moving ahead to solve these problems.

Finding an Agent Abroad

A special service is available to help you find agents or distributors in foreign countries to sell your products.

If you have been unable to make satisfactory trade connections through regular sources of information supplied by the Bureau of International Business Operations—Trade Lists, Trade Opportunities, World Trade Directory reports, and other media —you may apply for a Trade Contact Survey.

• What the Service Is

A Trade Contact Survey is a specialized, professional service designed to locate several foreign firms in a particular country which meet your specific requirements and which express an interest in the representation you offer. It is conducted "on the spot" by a Foreign Service officer at the request of the Bureau.

• Time Required

A survey is usually completed in about 60 days. When difficulty is encountered in locating suitable prospects, an interim report will be supplied.

• Results of Survey

You will receive a summary report of the information developed, including pertinent marketing data as well as the names and addresses of qualified prospects. Individual World Trade Directory reports giving background information on these firms are also furnished. If the Foreign Service officer has been unable to locate any firms interested in the proposal or if the particular operation planned is not feasible, the reasons will be explained in the report and possible alternate suggestions offered.

• Price

A charge of $10 is made for each survey conducted.

• How to Apply

Ask the Department of Commerce Field Office in your area to supply you with copies of form FC–963, Application for Assistance in Selecting an Agent or Distributor Abroad. Members of the Field Office staff will also assist you in preparing the forms. Or you may write to the Commercial Intelligence Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

sale distributor, manufacturer's agent), Rawson Chambers, 490 Pitt St., Sydney. WTD 12/11/61.

South Africa

Piece goods, all kinds. L. Wachtel (manufacturer's representative, indent agent), 30 Hout St., Cape Town. WTD 12/14/61.

Curtaining, printed cotton and/or **synthetic fibers,** 48 in. wide and up; **printed cotton dress fabrics.** H. Caspari (manufacturer's agent), 73a Loop St., Cape Town. WTD 12/14/61.

228 Yarn, Thread Mill Products

South Africa

Yarns: Preparation cotton waste yarns No. 3 count, cheese or cone. A. H. Marcuson & Co. (Pty.), Ltd. (manufacturer's representative), P.O. Box 5438, Johannesburg. WTD 11/30/61.

230 Apparel

Germany

Ladies', men's and children's **wearing apparel;** specialties in these lines. Anton Schneyer GmbH (importer, wholesaler, commission merchant, sales agent), 2 Kaiserpassage, Karlsruhe, Baden. WTD 12/1/61.

233 Women's, Misses, Juniors' Outerwear

Germany

Ladies' outerwear: Costumes, dresses, coats. Gerhard Kaebisch (sales agent), 10 Auf der Platte, Frankfurt/Main. WTD 12/15/61.

Ladies' blouses in middle price range. Werner Metzner (manufacturer's agent), 17 Goebenstr., Bonn/Rhein. WTD 12/7/61.

Ladies' outer garments, such as dresses, blouses, skirts, scarfs, and accessories. Werner Bochynek (manufacturer's agent), 303 Merheimer Str., Koeln-Mauenheim. WTD 6/13/61.

South Africa

Ladies' outerwear. Bernstein & Cohen (Pty.), Ltd. (manufacturer's agent), 302 Pier House, Cape Town. WTD 12/14/61.

236 Girls', Children's, Infants' Outerwear

South Africa

Girls' party and street frocks, sizes not larger than 30 in. chest. H. Caspari (manufacturer's agent), 73a Loop St., Cape Town. WTD 12/14/61.

238 Miscellaneous Apparel, Accessories

Germany

Plastic raincoats. Werner Bochynek (manufacturer's agent), 303 Merheimer Str., Koeln-Mauenheim. WTD 6/13/61.

239 Miscellaneous Fabricated Textile Products

Germany

Diapers. Werner Bochynek (manufacturer's agent), 303 Merheimer Str., Koeln-Mauenheim. WTD 6/13/61.

Fabricated textiles, such as terry towels, bed linen, household linen, and wool and synthetic blankets. Didas Textil GmbH (importing distributor), 5 Sophienstr., Aachen. WTD 4/6/61.

249 Miscellaneous Fabricated Metal Products

Norway

Hydraulic components for automation in industry. Hefro teknisk A/S (importing distributor, wholesaler, manufacturer's agent), la Waldemar Thranesgate, Oslo. WTD 10/12/61.

253 Public Building, Related Furniture

Italy

All types of **school equipment:** Desks, chairs, blackboards, mess equipment. Officine Malugani (manufacturer), Viale Lunigiana 10, Milan. WTD 10/19/61.

261 Pulp Mill Products

Germany

Paper and pulp. Alfred Zinke (manufacturer's agent, broker), 1 Louise-Dumont-Str., Duesseldorf. WTD 9/12/61.

Spain

High tenacity **viscose pulp.** Baldomero Montoya Diaz (manufacturer's agent), Pedro Valdivia 4, Madrid 6. WTD 12/11/61.

262 Paper Mill Products

Germany

All kinds of **paper.** Ewald Rittmann (manufacturer's agent), 5 Murgstr., Karlsruhe-Weiherfeld. WTD 11/30/61.

263 Paperboard Mill Products

Australia

Paper flongs and **matrices** for use by newspaper industry. F. A. Doney & Co. (indent and manufacturer's agent), 50 York St., Sydney. WTD 8/1/61.

Germany

All kinds of **cartons.** Ewald Rittmann (manufacturer's agent), 5 Murgstr., Karlsruhe-Weiherfeld. WTD 11/30/61.

264 Converted Paper, Paperboard Products

France

Wallpapers. Société pour L'Approvisionnement des Entreprises de Peinture —S.A.P.E.P. (manufacturer, distributor, importer), 26 rue Amelot, Paris 11. WTD 11/21/60.

Large-size paper bags and **polyethylene bags.** Agency on commission basis. Ets. Gontier Freres, S.A.R.L. (wholesaler, importer, exporter, sales agent, commission agent), 15 rue du Louvre, Paris 1. WTD 11/21/60.

Iraq

Office and school supplies and **stationery,** all kinds including writing paper and newsprint quality. Numan Trading House (sales agent), Razook Ghannam Bldg., Mutanabi St., Baghdad. WTD 7/22/61.

Italy

Fancy cellophane and other **giftwear packaging material.** Chun & Vollerin (manufacturer's agent), Via A. Saffi 9, Milan. WTD 8/24/61.

Packing materials, especially for the chemical, pharmaceutical, and **food industries; tin foil.** Arnaldo Borsari (manufacturer's agent), 4 Via Chiudare, Bologna. WTD 12/12/61.

Peru

Complete line of **office and school supplies.** National Paper & Machinery Co., S.A. (importing distributor, manufacturer's agent), Jiron Lampa 254, Lima. WTD 12/17/58.

264 Converted Paper, Paperboard Products

Southern Rhodesia

Paper yarn. Richard Daggitt Agencies (Pvt.), Ltd. (manufacturer's agent), P.O. Box 3199, Salisbury. WTD 12/19/60.

280 Chemicals

France

Basic products entering the manufacture of **paints** and **varnishes,** such as resins, pigments, turpentine, carbon black. Exclusive agency. Société Commerciale de Gustaf Nordling Fils (wholesaler, importer, sales agent, commission agent), 125 Champs Elysees, Paris 8. WTD 11/21/60.

Italy

Raw materials for the chemical and pharmaceutical industries; chemical products, pharmaceutical products, proteins, aminoacids. Arnaldo Bosari (manufacturer's agent), 4 Via Chiudare, Bologna. WTD 12/12/61.

281 Industrial Chemicals

Germany

Special **color dyes** used in the plastic industry. H. Born oHG (manufacturer's agent), 2 Rondorferstr., Koeln-Marienburg. WTD 6/2/61.

Philippines

Chemicals for the rubber industry. Northern Pacific Corp. (manufacturer's agent), 622 Shurdut Bldg., Intramuros, P.O. Box 1889, Manila. WTD 1/26/61.

Spain

Ethyl terephthalate, all classes. Baldomero Montoya Diaz (manufacturer's agent), Pedro Valdivia 4, Madrid 6. WTD 12/11/61.

282 Plastics, Synthetic Resins, Rubber, Synthetic and Other Manmade Fibers.

Germany

Thermoplastic raw materials of all

kinds except polyvinyl chloride. Ludwigsen & Co. (manufacturer's agent), Postfach 20, Schalksmuehle i. W. WTD 12/18/61.

Philippines

Chemicals for the plastic industry. Northern Pacific Corp. (manufacturer's agent), 622 Shurdut Bldg., Intramuros, P.O. Box 1889, Manila. WTD 1/26/61.

283 Drugs

Ethiopia

Broad spectrum antibiotics. Exclusive agency. Geo. Wehry & Co. International, N.V. (importing distributor, manufacturer's agent), P.O. Box 1437, Addis Ababa. WTD 6/13/61.

France

Basic products used to manufacture **pharmaceuticals.** Exclusive agency. Société Commerciale de Gustaf Nordling Fils (wholesaler, importer, sales agent, commission agent), 125 Champs Elysees, Paris 8. WTD 11/21/60.

285 Paints, Varnishes, Lacquers, Enamels

France

Paints and **varnishes,** preferably newly developed. Exclusive agency. Société pour L'Approvisionnement des Entreprises de Peinture—S.A.P.E.P. (manufacturer, distributor, importer), 26 rue Amelot, Paris 11. WTD 11/21/60.

Iraq

All types of **paint** for domestic building use: Interior, exterior, plaster, concrete, wood surfaces. Numan Trading House (sales agent), Razook Ghannam Bldg., Mutanabi St., Baghdad. WTD 7/22/61.

289 Miscellaneous Chemical Products

Germany

Special auxiliaries for the **rubber** manufacturing industry, such as insoluble sulphur and carbon black. Direct purchase and agency. Hanf & Nelles (importing distributor, manufacturer's agent), 10 Koehlstr., Duesseldorf-Lohausen. WTD 6/2/61.

Philippines

Carbon black. Northern Pacific Corp. (manufacturer's agent), 622 Shurdut Bldg., Intramuros, P.O. Box 1889, Manila. WTD 1/26/61.

307 Miscellaneous Plastics Products

Ceylon

Plastic kitchenwares. Abdus Sattar Haji Yusuf & Co. (importing distributor), 147 Maliban St., Colombo 11. WTD 12/7/61.

Germany

Plastic foils of all kinds and sizes. Westrohstoff GmbH (importer, exporter, wholesaler), 36 Hansaallee, Duesseldorf. WTD 12/8/61.

Plastics finished products such as ventilators, pumps, fittings, valves, and pipes to resist temperatures up to 100°. Heinz Rublack (manufacturer's agent), 3 Talweg, Troisdorf/Rhld. WTD 6/5/61.

322 Glass, Glassware

Germany

Pressed drinking glass sets. August Warnecke (manufacturer's agent), Johnsallee 30, Hamburg 13. WTD 12/15/61.

Italy

Packing materials, especially for the chemical, pharmaceutical, and food industries. Arnaldo Borsari (manufacturer's agent), 4 Via Chiudare, Bologna. WTD 12/12/61.

326 Pottery

Italy

Giftwares. Alberto Pagani (importing distributor), Via Pirandello 6, Milan. WTD 12/21/61.

336 Nonferrous Foundry Products

Ceylon

Cast aluminum kitchenwares. Abdus Sattar Haji Yusuf & Co. (importing distributor), 147 Maliban St., Colombo 11. WTD 12/7/61.

342 Cutlery, Hand Tools, General Hardware

Ceylon

Kitchenware, cutlery, hand tools. Abdus Sattar Haji Yusuf & Co. (importing distributor), 147 Maliban St., Colombo 11. WTD 12/7/61.

France

Paint contractors tools and accessories: Paint rollers, brushes, spatulas, and knives. Société pour L'Approvisionnement des Entreprise de Peinture—S.A.P.E.P. (manufacturer, distributor, importer), 26 rue Amelot, Paris 11. WTD 11/21/60.

Italy

Cutlery, nonelectric household appliances. Alberto Pagani (importing distributor), Via Pirandello 6, Milan. WTD 12/21/61.

Philippines

Door locks, screwdrivers, cap screws, and **nuts.** Eurasian-American Commercial (manufacturer's agent), 402 Quisumbing Bldg., Dasmarinas St., P.O. Box 1118, Manila. WTD 3/17/61.

South Africa

Cutlery. Indenta (manufacturer's agent), 862 Broadway Industries Centre, Heerengracht, Foreshore, Cape Town. WTD 12/1/61.

346 Metal Stampings

Ceylon

Kitchenwares. Abdus Sattar Haji Yusuf & Co. (importing distributor), 147 Maliban St., Colombo 11. WTD 12/7/61.

349 Miscellaneous Fabricated Metal Products

South Africa

Valves: Gate, globe, regulating, all sizes in bronze and cast iron. Indenta (manufacturer's agent), 862 Broadway Industries Centre, Heerengracht, Foreshore, Cape Town. WTD 12/1/61.

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353 Construction, Mining, Materials Handling Machinery, Equipment

Italy

Gasoline cracking plants for the production of gas for industrial and household use. Dott. Ing. Augusto Scalfi & Co. (importing distributor, manufacturer), Via Pier Capponi 13, Milan. WTD 12/16/60.

355 Special Industry Machinery

Germany

Equipment for use in plastic processing industries, such as pre-heaters, deburring tools, materials handling equipment. Ludwigsen & Co. (manufacturer's agent), Postfach 20, Schalksmuehle i. W. WTD 12/18/61.

360 Electrical Machinery, Equipment, Supplies

Italy

Electrical and electronic equipment and materials for Italian Armed Forces. Ing. Marcello Gatta (engineering and construction representative), Via Stefano Jacini 36, Rome. WTD 11/21/60.

South Africa

Commercial and industrial electronic equipment. Indenta (manufacturer's agent), 862 Broadway Industries Centre, Heerengracht, Foreshore, Cape Town. WTD 12/1/61.

363 Household Appliances

Germany

Domestic pressure cookers. Export-Metall-Industrie GmbH (manufacturer), Schuetzenstr., Meschede / Ruhr. WTD 8/10/61.

Italy

Nonelectric household appliances. Alberto Pagani (importing distributor), Via Pirandello 6, Milan. WTD 12/21/61.

364 Electric Lighting, Wiring Equipment

South Africa

Wiring devices, conduit, lighting fixtures. Wilson, Payne & Co. (manufacturer's agent), P.O. Box 3757, Cape Town. WTD 12/12/61.

365 Radio, Television Receiving Sets

Germany

Radio and television sets, phonographs, other **electro-acoustical devices.** Wirth & Bucher, Rundfunk-Fernseh-Elektro-Grosshandel (wholesaler), 7 Grabengasse, Heidelberg. WTD 12/1/61.

Italy

Radio and television sets, amplifiers, loudspeakers, phonograph records. G. Ricordi & Co., SpA (music publisher, dealer), Via Berchet 2, Milan. WTD 7/21/61.

366 Communication Equipment

Italy

Portable paging systems. Exhibo Italiana (importing distributor), Via G. Fara 39, Milan. WTD 12/19/61.

367 Electronic Components, Accessories

Germany

Radio and television components, electronic tubes, crystal and semi-conductors; components for communications industry; **electronic measuring devices, regulators, relays, control equipment.** Wirth & Bucher, Rundfunk-Fernseh-Elektro-Grosshandel (wholesaler), 7 Grabengasse, Heidelberg. WTD 12/1/61.

369 Miscellaneous Electrical Machinery, Equipment, Supplies

Philippines

Electronic devices to open doors (often used by U.S. supermarkets). Amon Trading Corp. (importing distributor, manufacturer's agent, exporter), 246 Buendia Ave., Makati, Rizal, P.O. Box 1151, Manila. WTD 3/9/61.

371 Motor Vehicles, Equipment

Belgium

All **furnishings** for automobiles. Michel Andre (commission merchant), 215 Broeckêstraat, Ronse. WTD 12/15/61.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

Netherlands

Measuring and regulating instruments for use in laboratories of hospitals, universities, industry, and research institutes. Meyvis & Co. (importing distributor, manufacturer's agent), 36 Faurestraat, Bergen op Zoom. WTD 12/11/61.

391 Jewelry, Silverware, Plated Ware

France

Silver-plated flatware. Orfevrerie Argit (wholesaler, importer), 17 rue des Tournelles, Paris 4. WTD 11/21/60.

South Africa

Flatware. Indenta (manufacturer's agent), 862 Broadway Industries Centre, Heerengracht, Foreshore, Cape Town. WTD 12/1/61.

393 Musical Instruments, Parts

Italy

Musical instruments. G. Ricordi & Co., SpA (music publisher, dealer), Via Berchet 2, Milan. WTD 7/21/61.

394 Toys, Amusements, Sporting Goods

Peru

Fishing supplies and equipment, nylon nets, synthetic rubber floaters, echo-sounders. Visani y Cia., S.A. (manufacturer's agent, commission merchant), Jiron Ica 242 (Of. 106), Lima. WTD 12/19/61.

Southern Rhodesia

Golf clubs. J. D. W. DeSmidt & Co. (manufacturer's agent), P.O. Box 2568, Salisbury. WTD 1/6/59.

395 Pens, Pencils, Other Office, Artists' Materials

Peru

Office and school supplies including paper clips, pens and pencils, erasers, and carbon paper. National Paper & Machinery Co., S.A. (importing distributor, manufacturer's agent), Jiron Lampa 254, Lima. WTD 12/17/58.

396 Costume Jewelry, Novelties, Buttons, Miscellaneous Notions

Germany

Costume jewelry. Werner Bochynek (manufacturer's agent), 303 Merheimer Str., Koeln-Mauenheim. WTD 6/13/61.

LEADS FOR IMPORTERS

Commodities are offered direct unless specified.

013 Livestock

Peru

Peruvian **riding horses.** Sociedad Agricola Pucala, Ltda., S. A., Jiron Lampa 545, Lima.

109 Titanium Ores

Ceylon

Mineral sands—ilmenite, rutile, and zircon. Ilmenite assays between 53% and 54% TiO_2. Moosajees, Ltd., (import merchant, exporter), Alston Place, Colombo. WTD 7/14/60.

204 Prepared Foods for Animals

Peru

Stick water for cattle feeding. Over 62% protein. First quality. Unlimited tons. Maritima Harinera, S.A., (manufacturer), Calle Mexico 163, Callao. WTD 8/2/60.

207 Confectionery Products

Netherlands

Filled fruit candies. Meet Pure Food and Drug Administration requirements. Direct or through agents. Firma Joh. J. Veder (exporter), 46c Schiedamse Vest, Rotterdam 1.

208 Brandy, Wine, Spirits

France

Muscatel wine, white and dry. Selling agents wanted. Guerin-Paris (wine store), Vallet (Loire-Atlantique). WTD 11/21/60.

209 Miscellaneous Food Products

Mexico

Papain and **fruit juices** and **candies.** Any amount required. Benediciadora de Frutas, S.A. (manufacturer and exporter), Avenida 3 No. 1121, Córdoba, Veracruz. WTD 12/18/61.

Netherlands

Confectionery, biscuits, wafers, chocolates, chewing gum. First quality. Handelmaatschappiji Nerus N. V. (export organization, subsidiary of multiple chain store), 105 Vierhavensstraat, Rotterdam.

222 Broadwoven Fabrics

Egypt

Rayon piece goods for ladies' dresses, plain pastel colors and printed designs; also taffeta type and materials suitable for lining purposes. United Arab Co. of Al Kahira Textile Factory (manufacturer), El Montasser St., Shubra El Kheima, Cairo, Attention: Eng. Ramsi Basta. WTD 12/21/61.

228 Yarn Spinning Cotton Mill Products

Egypt

Raw **cotton yarn** carded or combed. Unlimited quantities. NE 28-42 single or double. Direct or through agents. Siouf Weaving & Finishing Co., S.A.E. (manufacturer, wholesaler, exporter), Siouf, Alexandria, United Arab Republic. WTD 12/20/61.

238 Miscellaneous Apparel

France

Exclusive models and **ready-to-wear fashions.** Irmone, Haute Couture Creations (fashion business), 130 rue du Faubourg Saint-Honore, Paris 8. WTD 11/21/60.

242 Saw, Planing Mill Products

France

Ready-made oak, walnut, mahogany **adhesive panels** for flooring. Mosaic type deluxe articles for prompt and easy installation and gluing on old floors, concrete, or other surfaces. Durable and highly decorative; 20,000 square meters per annum. Good quality. Direct or through agents. Les Parquets Mosaique Querette (manufacturer, wholesaler, exporter), Lalinde, Dordogne. WTD 12/13/61. Descriptive leaflet in French, photograph of flooring panels.★

243 Veneer, Plywood Plant Products

France

Plywood panels, poplar and other kinds. Also **veneers.** Good standard quality. Direct or through agents. Etablissements O. Cousson & Cie. (producer, wholesaler, exporter), Saint-Julien-de-l'Escap, par Saint-Jean-d'Angely, Charente-Maritime. WTD 12/19/61.

302 Rubber Footwear

France

Rubber boots and bootees (molded rubber) **and gum clogs,** for men, women, and children. Large quantities available for exportation. Good quality. Etablissements Etchegoyhen (manufacturer, wholesaler, and exporter), Mauleon-Soule, Basses-Pyrenees. WTD 6/23/59.

355 Special Industry Machinery

Germany

All kinds of used rebuilt printing machines—offset, "Heidelberg" automatic printing machines. Direct or through agents. St. Maslankowski & Sohn KG. (importer, exporter, wholesaler), 127 Augustenstrasse, Stuttgart-W. WTD 11/30/61.

373 Boat Building, Repairing

Canada

Fiberglass reinforced **pleasure boats,** standard designs or to specifications. Export quality. Direct or through agents in U.S. Pacific Northwest. Thermocraft of Canada, Ltd. (manufacturer and potential exporter), Station St., North Vancouver, B.C. WTD 12/19/61.

394 Sporting Equipment

France

Fishing rods, Japanese bamboo, resplit, and **artificial lures and baits.** Good quality. Direct or through agents. Cormery & Sachet (manufacturer, wholesaler, exporter), rue Jules-Michelet, Thouars, Deux-Sevres. WTD 12/15/61.

396 Handicraft Novelties

Japan

Lacquered **albums** and **jewel boxes.** A and B grades; 10,000 monthly. Yokohama Lacquer Ware Co., Ltd. (manufacturer, exporter), 375 Nagata-cho, Minami-ku, Yokohama. WTD 11/30/61. Catalogs.★

399 Miscellaneous Industry Items

Saudi Arabia

Trochus (conch) and other sea shells, molluskina. Larger quantities quickly available; 175 tons in stock. Graded from No. 1 (screw) to 13, according to international standards. Hamed Homeid Abu Hashish (export merchant, importer), al-Sani' St., Jidda. WTD 12/12/61.

Sweden

Typewritten, printed, or handwritten **addresses** on labels, cards, or lists, or produced directly on envelopes or printed matter. Eric T. Fresk AB (manufacturer, wholesaler), 24 Norra Hamngatan, Goteborg C. WTD 11/21/61.

505 Farm Products, Raw Materials

Iran

Cured skins of sheep and goats. All types; 5,000 skins a month. Direct or through agents. Mohamad Akhavan-Sarrf (importer-exporter), Saraye Mokhles, Isfahan. WTD 11/18/61.

U.S. cigarette exports in the first 9 months of 1961 were 14.8% larger than in January-September 1960, according to the Foreign Agricultural Service.

FOREIGN VISITORS

Scheduled arrival dates and U.S. addresses indicated.

Argentina

Mario Segundo Nunez, representing Casa Dumbo, Pueyrredón 1441, Buenos Aires, interested in **shirt- and pants-making machinery;** also seeks technical information. Was to arrive Jan. 1 via New York for 20 days; c/o Argentine Consulate, 12 West 56th St., New York, N.Y. Itinerary: New York, Boston, and Washington, D. C.

Australia

Frank Boyd, 317 Flinders Lane, Melbourne, Victoria, representing Boydex Textiles Pty., Ltd., and S. Boyd & Sons, interested in **textiles;** and visiting **cattle** breeders, especially breeders of Herefords. Also seeks technical information. To arrive mid-January via San Francisco for 1 month; c/o 3638 Binkley, Dallas, Tex. Itinerary: San Francisco, Dallas, Washington, D.C., and New York.

Murray Rawlings, Managing Director, Sheraton Office Centre Pty., Ltd., Owen Dixon Chambers, 221 William St., Melbourne, Victoria, interested in joint venture, or manufacturing under license, on **office furniture, office steel,** and **systems equipment.** To arrive February 1 via Miami for 3 weeks or longer; c/o Colombus Hotel, Miami, Feb. 1; Statler Hilton Hotel, New York, Feb. 2-9; Palmer House Hotel, Chicago, Feb. 11-13; St. Francis Hotel, San Francisco, Feb. 13-14; Biltmore Hotel, Los Angeles, Feb. 15-16. Itinerary: Miami, Washington, Philadelphia, New York, Buffalo, Chicago, San Francisco, and Los Angeles.

Austria

Ing. Gustav Hager, representing H. G. Hager, Fabrik fuer elektrotechnische Installations-u. Massenartikel, 20 Weidmanngasse, Vienna XVII. Interested in discussing licensing arrangements with U.S. manufacturers of small **metal items.** Also seeks technical information. To arrive sometime in February via San Francisco for 2 weeks; c/o The Austrian Trade Delegate in the United States, West Coast Office, 448 South Hill St., Los Angeles 13, Calif.; and c/o Mrs. Elsa Paskus, 106 West 69th St., New York, N.Y. Itinerary: San Francisco, Los Angeles, Denver, St. Louis, Cincinnati, Washington, D.C., and New York.

British Guiana

Kem Majeed, representing Abdool Majeed & Sons, Ltd., 5A Water St., Georgetown, interested in exporting **rum** to the United States; securing a confirming house to handle import orders; purchasing **machinery** for new cheese,

butter, and milk plants; and partial financing for plant. Also seeks assistance in constructing and operating cheese, butter, and milk plant. To arrive latter part of January, via New York, for 1 month; c/o U.S. Department of Commerce Field Office, 350 Fifth Ave., Empire State Bldg., New York 1, N.Y. Itinerary: New York, Washington, D.C. and possibly other cities.

England

D. L. Nicolson, Managing Director, Production-Engineering, Ltd., 12 Grosvenor Place, London, SW. 1, interested in meeting with U.S. firms interested in **marketing** in Europe, entering into **licensing arrangements**, and/or **establishing plants** in Europe. This is an important management-consultant firm. Scheduled to arrive mid-January for indefinite visit; c/o Mayflower Hotel, Connecticut Ave. and DeSales, NW., Washington, D.C. Itinerary: Washington, D.C., and possibly other cities.

France

Monsieur Jean Lavigne, representing Calendrier Jean Lavigne, 7 rue Corneille, Paris, interested in exchange of information and possibly business transactions with U.S. **publicity calendar** manufacturers; also process and methods of calendar making in the United States. To arrive Jan. 27 via New York for 2 weeks; c/o Roosevelt Hotel, 45 Madison Ave., New York, N.Y. Itinerary: New York, Minneapolis, and possibly other cities.

India

A. E. Crawley, A.M.I.P.E.M.M.G.I., representing National Castings Co., 8 Dalhousie Square East, Calcutta 1, interested in the manufacture and export of **heavy and medium and lift castings; pipes**—pressure and non-pressure; **general castings.** Also seeks information on **modern foundry practice** in the United States; **foundry plant supplies**, such as sand treatment molding machines. Was scheduled to arrive January 2 via New York for 1 month; c/o Roberts & Schaefer Co., Division of Thompson-Starrett Co., Inc., 201 North Wells St., Chicago 6, Ill. Itinerary: New York; Chicago; Pittsburgh; Charleston, W. Va.; Providence, Ky.; St. Louis; Kansas City, Mo.; Pittsburg, Kans.; Los Angeles, and San Francisco.

Italy

Professor Salvatore Chiaudano, representing S.I.L.O. (Societá Italiana Lavorazione Ocre), 48 Lungodora Savona, Turin—a producer of **organic and inorganic pigments** in Piedmont, interested in buying **machinery** and **raw materials** for the firm's plants; obtaining pigment manufacturing licenses; buying and selling pigments; and in obtaining information on U.S. market and production of pigments. To arrive end of January via New York for 20 days; c/o S.I.L.O. Agency, 350 Skinner Bldg., Seattle, Wash. Itinerary: New York, Philadelphia, Chicago, Seattle, and Los Angeles.

Malaya

Chris B. Wright, representing Amalgamated Enterprises, 204 China Insurance Bldg., Kuala Lumpur, interested in light **agricultural machinery** and **tractor attachments** for Malaya; also to offer Malaya and Thai **silks, bateks,** and **handicraft items** including rattan furniture in knock-down condition for export to United States. To arrive Jan. 20 for 2 months; c/o American Express, Los Angeles. Itinerary: California.

NEW TRADE LISTS

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from this Division and from Department of Commerce Field Offices. Telephone WO. 7-4130 in Washington. The price is $1 a list.

Most lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated November 1961 unless otherwise indicated.

Automotive Vehicle and Equipment Importers and Dealers—Austria, December 1961.
Business Firms—Kuwait.
Cooperage and Container Importers and Dealers—France, December 1961.
Electronic Equipment, Electron Tubes, and Other Electronic Component and Accessory Importers, Dealers and Manufacturers—Iran, December 1961.
Electronic Equipment for Home Entertainment, Phonograph Records, and Pre-Recorded Magnetic Tape Importers, Dealers and Manufacturers—Sweden, December 1961.
Farm Machinery and Equipment Importers, Dealers and Manufacturers—Belgium.
Farm Machinery and Equipment Importers, Dealers and Manufacturers—Brazil.
Household Appliance Importers and Dealers—Australia.
Household Appliance Importers and Dealers—Brazil.
Household Appliance Importers and Dealers—Federal Republic of Germany and West Berlin.
Household Appliance Importers and Dealers—Spain.
Instruments—Medical, Surgical, Hospital, Scientific and Process Importers, Dealers and Manufacturers—Brazil, August 1961.
Instruments, Professional and Scientific Importers and Dealers—Belgium.
Iron and Steel, Nonferrous Metals, and Building Material Importers and Dealers—Federal Republic of Germany and West Berlin.
Machine Tools, Dies, Other Metalworking Machinery and Industrial Furnaces Importers and Dealers—Peru.
Machinery and Equipment, Except Electrical Importers and Distributors—Belgium.
Machinery and Equipment, Except Electrical Importers and Distributors—India, August 1961.
Machinery and Equipment, Except Electrical Importers and Distributors—Peru.
Machinery and Equipment, Except Electrical Importers and Dealers—Spain.
Machinery Equipment and Supply, Electrical Importers and Distributors—Belgium, December 1961.
Machinery Equipment and Supply, Electrical Importers and Distributors—El Salvador, December 1961.
Motion Picture Industry—Brazil.
Motion Picture Industry—Republic of South Africa, October 1961.
Motor Bus Lines and Transport Companies—Philippines.
Motor Bus Lines and Transport Companies—Spain.

investment in TAIWAN

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Israeli Agency Seeks Equipment, Aid For Proposed Manufacturing Projects

OFFERS for equipment and machinery, together with know-how, planning assistance, and proposals for possible joint Israeli-American manufacturing enterprises are invited by the Settlement Department of the Jewish Agency. The Agency is a public organization which represents the World Zionist Organization in Israel. The establishment of a number of agricultural processing and industrial projects for various agricultural settlements and semiurban centers in farm areas is being considered in Israel.

Plans include the construction of a poultry processing plant with a capacity of 1,500 birds a day, cold-storage installations for fruit and vegetables, a mixed fodder plant with an annual capacity of about 25,000 metric tons for one shift, and a factory to produce candied fruits.

Other projects may include general food-processing plants and fruit and vegetable grading and packing enterprises. These would be operated either by Jewish Agency settlements alone or in conjunction with U.S. firms.

Joint ventures will be considered particularly for industrial enterprises in the field of metals, agricultural tools and equipment, leather, wood and, possibly office furniture and related items. All projects are designed mainly to develop industrial manufacturing in agricultural settlements and semiurban areas.

The foregoing plans are in a preliminary stage and will require further study. Offers, however, from interested U.S. companies for complete plant machinery, equipment, and technical and planning assistance are now desired. The poultry processing plant and mixed fodder mill are priorities.

Write to Mr. Uri Ariav, Agricultural Industrial Adviser, Jewish Agency Settlement Department, 22 Maze St., Tel Aviv.

Partnership Offered In Medical Sundries Firm

A small, active English supplier of medical sundries to United Kingdom hospitals solicits American participation.

The company produces and distributes embossed, coated, and impregnated fabrics and papers to hospitals for surgical use. It believes it can expand with the active participation of interested Americans.

Write to B. Lipman (Plastics) Ltd., 298 Wightman Rd., Turnpike Lane, London N. 8, England.

License for Insecticides Asked in W. Germany

A manufacturer and exporter of insecticides seeks an exclusive license offering new developments in plant protective agents and insecticides.

Write to Aglukan-Gesellschaft GmbH, 242 Vennhauser Allee, Duesseldorf, Germany.

Indian Production of Steel Tube, Instruments Proposed

A Calcutta company wishes a joint venture with an American producer of steel tubes, steel wire ropes, hand tools, and precision measuring instruments. A proposed factory will be situated in Kalyani, an industrial area about 32 miles northeast of Calcutta.

The firm now acts as wholesalers of safety footwear and general merchandise for the coal industry, and are also civil engineers and contractors for Government departments.

Write to A. K. Balasurbramaniam, East Jamuria Co. Pvt., Ltd., 135 Canning St., Calcutta 1, India.

Jordanian Pharmaceutical Firm Wishes License, Aid

An Amman firm wishes a licensing arrangement with a U.S. company to produce finished and packaged pharmaceuticals. They are also interested in financial and technical collaboration.

Under license from the Government, the company presently produces ointments, creams, tablets, ampoules, and I.V. fluids.

Write to the Arab Pharmaceutical Manufacturing Co., P.O. Box 208, Amman, Jordan.

Milk production in France in 1961 will be a record 52 billion pounds, the Foreign Agricultural Service reports.

This is according to the latest estimates of Société Technique Interprofessionnelle du Lait. The increased production is 5% above 1960.

Farm Machinery, Aluminum Product Licenses Wanted

Two concerns in Ireland are interested in obtaining licenses to manufacture additional agricultural equipment or aluminum articles.

● An aluminum products manufacturer wants a licensing arrangement with an American manufacturer interested in producing in Ireland or in establishing a joint venture there.

The company has been in existence since 1934 and is the sole producer of aluminum household utensils, as well as many other aluminum products for industrial purposes. The factory located 100 miles from Dublin, has 42,000 sq. ft., is expanding, and employs 250.

Write to the Irish Aluminum Co., Ltd., Nenagh, County Tipperary, Ireland.

● An agricultural machinery manufacturer seeks a license to produce additional lines of agricultural machinery.

The company is reported to be the third largest producer of such machinery in Ireland and sees good business possibilities in England, the Free Trade area, Common Market community, British Commonwealth countries, and South Africa.

Write to J. Corrie & Co., Ltd., Bailieboro, County Cavan, Ireland.

Nicaragua's 1961-62 sesame seed crop is forecast at 8,670 short tons from 32,800 acres, slightly less than the 8,975 tons produced from 34,380 acres in 1960-61, according to the Foreign Agricultural Service.

American exporters are urged to mark

United States of America

on external containers of goods shipped abroad

Senate Concurrent Resolution No. 40, adopted July 30, 1953, suggests that such marking will help to publicize American-made goods overseas.

South Africa Acts To Stimulate Economy, Build Confidence Abroad

PRETORIA.—The third quarter of 1961 was a period of great improvement in South Africa's gold and foreign exchange reserves, with a concomitant marked increase in liquidity of the money market. The foreign trade balance also was more favorable than it had been in the same period of 1960, largely attributable to the sharp reduction of imports achieved by substantial import controls.

A reluctance to make long-term investments was evident, however, in spite of these favorable trends. The Government, therefore, has taken steps to bring about the type of economic climate conducive to such investment. Many actions have been aimed at stimulating secondary industry which, it is felt, would insure more lasting benefits than a program of increased Government expenditures on housing and public works.

Mining and agriculture held their own in the third quarter and some areas showed marked improvement. Boycotts only mildly affected agricultural exports while mineral markets remained strong.

Money Market Eased

The considerable increase in liquidity of the money market in the third quarter resulted in an easement in the short-term market. The Treasury bill rate declined from 4.67% on July 7 to 4.18% on August 25. After rising slightly to 4.28% on September 8, the Treasury bill rate declined to 4.20% on September 29. The Reserve Bank's ratio of gold reserves to its liabilities to the public increased from 33.3% on July 7 to 42.9% on September 30.

The position of the commercial banks became markedly more liquid in August. Total deposits increased by 19 million rands (1 rand=US$1.40), from 1,104 million rands to 1,123 million, while the increase in liquid assets, from 427 million rands to 477 million, was proportionately greater. This increased ratio of liquid assets to deposits continued into September, when deposits with the National Finance Corporation rose from 99.6 million rands to 126.4 million. The commercial banks' reserves at the Reserve Bank rose from 76.1 million rands in early July to 96.6 million at the end of September. The percentage of time deposits to demand deposits reached 35% in August—the highest they have been for a number of years.

Long-term money is still not freely available. The difficulties encountered are illustrated by the Government's recent announcement that it would offer 12-month Treasury bills and a 5-year loan at 5¼%, in addition to a 20-year loan at 5⅞%. These offers apparently are intended to assist in the conversion of a 16-million-rand 5-year loan at 2¾% which matured on November 1.

Foreign Reserves, Trade Adjust

South Africa's gold and foreign exchange reserves increased by 28.6% in the third quarter of 1961 under the continuing restrictions. (FCW, July 24, 1961, p. 11). The reserves rose rather fast in July (14.6 million rands), more slowly in August (9.7 million rands), and again rapidly in September (19.7 million rands). They stood at 197.4 million rands on September 30, compared with 153.4 million on June 30, an increase of 44 million rands. The reserves were still far below their level of 312.2 million rands in January 1960.

South African exports of gold and merchandise in the third quarter, valued at 328 million rands, compared with 381 million rands in the corresponding period of 1960, were lower by 53 million rands, or 14%. They were 88 million rands less than in the second quarter of 1961, a decrease of 21%. The balance of trade for the quarter, including gold sales, however, was plus 101 million rands. The balance for September alone, including gold sales, was plus 40 million rands.

The favorable trade balance resulted in part from the greater decrease in imports in the same period. At 227 million rands, imports were 60 million rands less than in the third quarter of 1960, a decrease of 21%. They were 39 million rands less than in the second quarter of 1961, a decrease of 15%.

Development Loans Encouraged

Several important loans have been negotiated with the Republic which promise to supply the funds necessary for development of secondary industry. A loan totaling the equivalent of $25 million has been concluded with the World Bank for improvement and expansion of electric power facilities and railways in South Africa.

A loan amounting to $30 million was extended to Rand Selection Corp., Ltd., by undisclosed private U.S. institutions. Another loan for $5 million was obtained by the Government-owned Industrial Development Corporation from the First National City Bank of New York. The Banca Commerciale Italiana in Italy also has extended a loan for $10 million to the South African Government.

Although these loans would indicate possible increased activity in the near future, industry in the third quarter largely marked time with weak spots in automotive, tire, building, and allied trade sectors. Foundries were operating below normal levels as they have for some time past. Agricultural and irrigation machinery, plastics, and clothing and footwear industries were satisfactory and improved substantially in August. A general upward trend occurred in the level of orders in September, but a slack remained in engineering, foundries, and building trade suppliers.

Mining Production Sets Record

Gold production amounting to 5,859,773 ounces and valued at 146.9 million rands again set a quarterly record in the period July-September 1961; this was about 150,000 ounces above the April-June quarter. A major factor in the continued growth of production was the increase in the native labor force at the gold mines; 382,733 natives were employed at the end of the quarter—13,000 more than on the same date in 1960.

A breakwater was constructed on the Vaal River north of Windsorton and alluvial diamond diggers had a rich haul for several months. A second breakwater constructed by De Beers at Nooitgedacht was disappointing. The production of diamonds for the third quarter was 1,007,196 carats, an increase of 89,289 carats over the second quarter, or 9%. A factory to produce synthetic diamond grit was officially opened by De Beers on October 13, 1961 (FCW, Nov. 13, 1961, p. 39), and it is estimated that production will begin at about 1 million carats a year.

Agriculture Promising

Agricultural conditions in the third quarter were generally promising. This year's maize crop was the largest on record and exports are expected to be three times as great as any previous year's, amounting to about 1.9 million tons. Production of citrus fruit is slightly under last year's, but prices have been higher, and exports had earned 24 mil-

(See Africa, page 91)

Honduran Agriculture Favorable; Industrial Investments Mount

TEGUCIGALPA.—Good agricultural prospects in the Honduran 1961-62 crop year are indicated by an expected rise in banana exports, an increase in cotton acreage, and a high yield of tobacco. On the other hand, lumber producers have been facing marketing difficulties.

The balance of trade for January-June was favorable, with imports down and exports up 10 per cent compared with the 1960 period.

Investment in industry expanded as a new brewery went into production, petroleum exploration was expedited, and a new naval stores plant in the Comayagua Valley was projected. Credit continued tight, and a seasonal decline in foreign exchange reserves was recorded during the period.

Banana, Cotton Prospects Good

The upsurge in banana production of the first 2 quarters continued strong, and exports through September reached approximately 11 million stems, compared with 8.1 for the 1960 period. Total production for the year is expected to reach between 13.5 and 14 million stems.

Prospects for the 1961/62 cotton season are much improved. Acreage planted jumped to more than 6,000 manzanas (1 acre=0.58 manzanas). Marketing and production difficulties had caused a drop from a high of nearly 14,000 manzaas a few years ago to 2,850 in 1960/61. Production is expected to increase from 25,783 quintals last year to 75,000 quintals (1 quintal=101.4 pounds). Inasmuch as only 9,000 quintals is intended for internal consumption, a crop anywhere near predicted levels would mean a small but welcome increase in exports.

Lumber interests petitioned the Government during the quarter for assistance in solving the problems caused by the loss of the Cuban and Venezuelan markets which accounted for approximately 50 and 30 percent of lumber exports in 1959 and 1960, respectively. Nonetheless, on the basis of official export figures for the first half of 1961, total lumber exports were only slightly below levels of the comparable 1960 period. Apparently, the full effect of the loss was not being felt until the third quarter, for which figures are not yet available. New markets are being sought in Japan, Peru, Puerto Rico, and elsewhere, and the year may well end with efficient producers maintaining their position in a more competitive market.

Earlier estimates of the 1960/61 tobacco crop have been revised downwards, but place the yield near 7 million pounds as compared to an estimated 4.4 million for the previous crop. Production of Copan (black) tobacco is expected to drop during the 1961/62 season because that grade, used in local cigarmaking, is in surplus. Also, some acreage that went into tobacco this year because of depressed 1960 corn prices is expected to go back into corn production.

In late August the United Fruit Company's meatpacking plant at Tela was licensed to export, and began shipping frozen boned beef to the United States and Puerto Rico. The plant, which has a daily capacity of 60 animals, appears to have plenty of cattle available for slaughter. The new Alus slaughterhouse in San Pedro Sula, also licensed for export, began operations in October. It will initially handle only 10 animals a day, but has a capacity of 100. Another plant, daily capacity 100 animals, is being built at Catacamas to slaughter for the export market and is expected to be completed soon. The new meatpacking industry promises to become an important source of dollar income.

Trade Balance Favorable

Imports for the first 6 months of the year totaled $35.2 million, slightly less than the $35.5 million received during the comparable 1960 period. Exports, which amounted to $39 million, were up 10 percent, leaving a favorable balance on trade account of almost $4 million. The improvement in exports was due largely to a rise in the value of bananas, cattle, and mineral shipments, which more than offset a drop in the exports of corn, lumber, and cotton. In the 6-month period the United States maintained its position as the leading trading partner of Honduras, absorbing 63 percent of the exports and supplying 53 percent of the imports.

Commercial sources indicate that retail sales were off in the third quarter from the previous period. The usual September upturn did not occur this year. However, an improvement in soft consumer goods sales was noted as the quarter ended.

Industrial Investments Up

In September Carta Blanca opened its brewery in Tegucigalpa. The company, a subsidiary of Mexico's Cerveceria Cuauhtemoc de Monterrey, S.A., is capitalized at $1.5 million, half being supplied by Honduran investors and half by the parent organization. In addition to Carta Blanca beer, the company will market a line of soft drinks. The Tegucigalpa bottler of Pepsi Cola also will soon introduce a line of soft drinks under the brand name of Merinda.

The Pure Oil Company, which has been granted a concession in the Mosquitia region, awarded a contract to the Seismic Engineering Company for onshore seismographic explorations. Seismic Engineering expected to start operations from its headquarters in Puerto Lempira by November 1, 1961, with 2 crews of 10 men each from the United States. The resident representative of Pure Oil arrived in Tegucigalpa in late September to open the company's local office.

In the quarter, the Shell Oil Company, which recently initiated operations in Honduras, opened four new service stations in the San Pedro Sula area. A fifth new station was inaugurated by Texaco.

The Hayden-Newport Chemical Corporation is moving ahead on plans for a naval stores industry in the Comayagua Valley. Their recent application to AID for a $1.25-million investment loan guarantee has been approved. Under present plans, trees would be tapped by independent contractors under the direction of company supervisors. A thorough survey of private forest resources reportedly has been made by the company, which eventually expects to tap approximately 2.4 million trees.

In September, after 5 years of discussions, the Government of Honduras and National Bulk Carriers terminated negotiations for the establishment of a pulp and paper industry. The Government has reportedly requested the assistance of the International Finance Corporation in finding other prospective investors. Also, Honduran authorities are apparently interested in the possibility of forming a government corporation which would be operated by a private firm under a management contract, in case a joint venture between private capital and the Government cannot be worked out.

On September 30, the Honduran Government inaugurated the first stage of its Lake Yojoa-Rio Lindo hydroelectric development program. The project is intended to supply greater quantities of electric power at lower prices to the Honduran industrial and commercial center at San Pedro Sula, and Tegucigalpa, the capital city. Several of the contracts for the various phases of the first stage have now been awarded. The general construction will be done by Morrison-Knudsen at a cost of about $5.5 million.

Foreign Reserves Decline

Including contributions to international organizations, net foreign exchange reserves, which reached a yearly peak of $13 million in May, declined in

(See Honduran, page 94)

Bermuda Has Record Tourist Year in 1961

HAMILTON.—Total visitors to Bermuda by the second week in November had topped the 1960 record of 151,400 and Bermudians, after aiming all year at a record of 160,000 visitors, raised their hopes to 170,000 for 1961.

So far in 1961, gains registered have been about 10% above those of last year as a result of several factors including the aggressive efforts of the Trade Development Board to encourage Americans, especially, to visit Bermuda. In promotion of tourism, Bermuda, a dot of 20 square miles, spends more in the United States on advertising and other promotion than 30 of the other 40 countries engaged in these activities. Of total visitors in 1960, 124,970 or 82.5% were from America's midwest and intensified estimated $30 million, compared with 122,797 visitors who spent $29.5 million in the preceding year.

Recent measures to expand tourism in the Island have been the opening of a new office in Chicago to attract tourists from America's mid-west and intensified efforts on the part of the Bermuda Resort Association, representing the Colony's Negro-owned hotels, to attract more Negro tourists. Some roundtrip fares from New York to Bermuda were lowered from $105 to $85 and standard summer service is by jetplanes. Sea arrivals in recent years have declined, but may pick up if the Trade Development Board succeeds in its efforts to encourage more cruise ships to call at Bermuda.—U.S. Consulate.

Africa . . .

(Continued from page 89)

lion rands by mid-September. The production of wool was up in the third quarter and the wheat crop is expected to be sufficiently good to make heavy imports unnecessary.

Sugar production was threatened with uncertainty before the Sugar Agreements Act was renegotiated with the United Kingdom. Under the new agreement, the United Kingdom will purchase 150,000 long tons of raw sugar a year over the next 5 years, at a price which is still well above the world free market price. Any surplus remaining can be sold on the free market.

Venezuela's 1962 sesame seed crop to be harvested in January and February is expected to be down sharply from the record 25,000 short tons produced in 1961, the Foreign Agricultural Service reports.

Colombia Adopts Measures To Expand Credit; Borrowing Authority Sought

BOGOTA.—The general economic lethargy and complaints of tight money which had characterized Colombia in recent months gave way in October to a wave of cautious optimism and buoyancy in business circles.

The Bank of the Republic at the request of the Minister of Finance adopted monetary measures early in October which, it was estimated, will result in an expansion of credit by 350 million pesos (6.70 pesos=U.S. $1) for the last quarter of 1961. This action was followed by the Government's request for additional foreign borrowing authority from Congress.

Total import registrations for the first 10 months of 1961 exceeded for the first time this year totals for the comparable period of 1960. Export registrations were off slightly as compared to September. Coffee exports for the first 10 months of 1961 lagged behind 1960 figures.

The Administration, acting through the Minister of Finance, has presented to the Colombian National Congress a bill which, if approved, will grant authority to the Government to negotiate foreign credits in the amount of $350 million. Credits contracted under such authority would be used in part to finance the Government's general economic and social development plan.

The Minister of Finance reported that the Government had concluded loan agreements totaling $189 million from 1959 to the present. Among such loans, the Minister itemized agreements with the International Bank for Reconstruction and Development and with the International Development Association for $103.6 million, with the Development Loan Fund for $20 million, the Inter-American Development Bank for $15.1 million, and the Export-Import Bank for $44.9 million.

In addition, the Colombian Government had credit negotiations in progress or projects in various stages of preparation amounting to $166 million, among which were operations with the Agency for International Development for $16 million; Inter-American Development Bank, $23.7 million; International Bank for Reconstruction and Development, $112 million; and Development Loan Fund, $12 million.

Finally, the Minister concluded the Government's plea for new foreign borrowing authority by reviewing the present status of Colombian foreign indebtedness which he said amounted to $583.2 million.

The Minister stated that Colombia's present foreign liabilities fall into three broad categories which he listed as consolidated debt dating from 1946; loans granted to the Government or administrative agencies by IBRD since 1949 amounting to $185.9 million; and Central Bank obligations amounting to $174.2 million. This amount includes such items as the unpaid balance of the refinanced commercial debt of 1957 and drawings under the stand-by agreement with the International Monetary Fund; and ordinary commercial debt arising from international trade which on a 6-month basis averages $233.1 million.

Social Development Plan Submitted

The Colombian Government submitted its short-term social development plan to the U.S. Government for financing under terms of the Charter of Punta del Este. The plan comprises projects essentially for execution within 4 years for a total of $447.9 million with a Colombian contribution totaling $274.6 million.

An official of the World Bank visited Colombia to explore possibilities for financing by a consortium of specific projects within the Colombian general economic development plan scheduled to be announced in December. The consortium may be composed of the IBRD, the Inter-American Development Bank (IDB), and the U.S. Government. The IBRD expects this month to send to Colombia a mission which will be charged with reviewing Colombia's development plan and making recommendations regarding financing to members of the consortium.

The Bank of the Republic announced adoption of two Resolutions with the objective of easing credit and generally stimulating the economy. The measures set the legal reserve requirement for commercial bank demand deposits at 17%; and rediscount quotas for commercial banks with the Bank of the Republic were increased by 10% but under condition that this increase might be used solely for credits to finance industrial or agricultural production.

Although it was estimated that the new measures might result in an expansion of 350 million pesos in the last quarter of 1961, the Central Bank served notice that monetary developments would be closely scrutinized by the Bank for any evidences of an inflationary trend.

Bank of the Republic holdings of gold

(See Colombia, page 94)

Panama Plans for Partnership In U.S. Alliance for Progress

PANAMA.—As the third quarter progressed it was evident that the Government of Panama was seriously considering both the responsibilities and the advantages of partnership with the United States under President Kennedy's Alliance for Progress program.

The Bureau of Internal Revenue concentrated its efforts on increasing tax collections under existing laws and sponsoring new legislation to broaden tax coverage and to strengthen enforcement. The President's Board of Planning and Administration, meanwhile, sharpened its economic planning programs. The target for capital investment made possible by loans and grants under the Alliance for Progress was set at an ambitious $209 million for the 5 years 1962-66. This target figure may have to be revised downward.

Lending activity by official and private banks slackened during the quarter but the total volume of outstanding loans was at the highest point of a rising trend over the past few years, just short of the $100-million mark. Demand deposits had no such trend, and although up slightly from 1960, were still well below 1959. Savings deposits continued their gradual rise.

The general tightening of credit of both wholesale and retail outlets appeared to hold back sales in some lines. Scattered reports of slower sales of construction materials may reflect the downward trend in privately financed residential construction in Panama City. Government-financed home building, however, was stimulated by an Inter-American Development Bank (IDB) loan of $7.6 million in August and privately financed commercial construction outside the capital city—including two oil refineries, a cement plant, and expanded sugar mill and food processing capacities—continued at a high level.

European small cars and American compacts were outselling the larger U.S. models. The climate for business and industry, if not reflected in current sales, was generally improved, especially in the Colon Free Zone, with the shelving of the proposed changes in the U.S. tax laws affecting oversea operations.

Increased interest and inter-governmental conversations over the last year led to the signing in Panama on August 2, 1961, of a "Treaty of Preferential Exchange and Free Trade" by Panama, Costa Rica, and Nicaragua. Signers of the treaty must obtain ratification from their respective assemblies and follow up with exchanges of lists of commodities for which each of the three countries desires to obtain preferential trade treatment from the other two countries. Very little publicity was given the event in Panama; the treaty has not yet been presented to Panama's National Assembly for ratification; and there is apparently little general interest in the development.

U.S. Takes 90% of Total Exports

Panama ships 96% of its total exports to the United States, receiving dollars. Its imports from the United States are now decreasing relative to those from Europe and Japan. There is little that Panama needs from other Central American countries which, in spite of geographic proximity, are not easily accessible for bulk transportation. Panama's wages are relatively higher than those of Central American countries, which would put it at a disadvantage in trading goods which have a high input of labor. It is not anticipated, therefore, that the Tripartite Agreement will wield any significant influence in Panama's pattern of foreign trade in the near future.

Panama's imports, not including Colon Free Zone trade, during the first half of 1961 reached a record $57,058,362, an increase of 6.4% over the first half of 1960. Major imports included food products, $6.7 million; chemical products, $6.4 million; petroleum products, $5.8 million; and motor vehicles, $4.5 million. Exports meanwhile, continue to lag far behind imports and 10% behind exports in the first half of 1960. A sharp increase of nearly 50% occurred in the second quarter, compared to the first, with large increases in exports of bananas and shrimp. Total value of exports, exclusive of exports from the Colon Free Zone, for the first half of 1961, $10,337,599, was dwarfed by that of imports for the same period. It appears that Panama will have another highly unfavorable balance in commodity trade at the end of 1961, probably even greater than the 1960 gap of $89.7 million.

After several months during which firms no longer appeared interested in establishing in the Colon Free Zone, an attitude attributed by some to have reflected the uncertainty of U.S. tax reforms affecting tax-haven countries, there was a sharp expansion of new firms represented in the Free Zone in the third quarter. Firms newly established in the Free Zone in the quarter include: International Export, Inc. (INEX), a Spanish firm specializing in imports of a wide range of Spanish-made products (July 3); Harson, S. A., importers primarily of wearing apparel from New York (September 18); and Exportadora Real, S. A., importers of radios, cameras, sewing machines, watches and electrical appliances from Japan, Germany and Switzerland (September 19).

Aside from new firms occupying their own quarters, several agencies already established in the Free Zone took on additional representations as follows: Acme Air Cargo de Panama, S. A., for Compania General de Telefonia y Electronica, S. A., importer of radio tubes from the United States and Italy (July 10); Landos, S. A. for Pan-Maritime Air Cargo, importer of educational aids from New York (August 1) and for Carmac Trading, S. A., importer of agricultural implements from Great Britain and the United States (September 1); and Colon Import, S. A., for E. F. Drew & Co. Marine Division, importer of industrial machinery cleaning detergents from New York (August 15). In the meantime, space was becoming scarce and Panama's Second Vice President, Jose D. Bazan, Manager of the Colon Free Zone, was actively seeking room for expansion.

The increase in the number of firms over the past year is reflected in the continued increase in the Free Zone's volume of trade. Goods valued at $24.9 million were exported in the third quarter, an increase of 34.2% over the third quarter of 1960. Imports also were up, totaling $16.9 million or 35.9% above 1960. Trade figures for the first 9 months of 1961, as compared with the like period of 1960, are: Total volume of trade, $113.7 million or 18.7% increase; exports, $68.2 million or 21.6% increase; imports $45.5 million or 14.5% increase.

Government Industry Contracts Sought

During the year ended September 30, 1961, the National Economic Council recommended Executive approval for Government contracts to be drawn up with 22 new industries with a planned initial capital investment totaling $2,804,000. Companies which obtain Government contracts will be granted tax and tariff exemptions and other favorable considerations authorized under the Protection Development Law (Law No. 25, Feb. 7, 1957) designed to promote development of new industries in Panama. The Ministry of Agriculture, Commerce and Industries, meanwhile, is reviewing contracts which the Government already has with a number of industries to determine which raw materials must still be imported by these firms and which should be available within Panama.

Survey . . .

(Continued from page 65)

economic activity continued to gain momentum, they mounted to a record level, in seasonally adjusted annual rate, of about $16 billion.

Most of the advance in imports reflected increasing U.S. demand for foreign industrial materials, which had lagged behind the recovery in industrial output here during the spring months. Imports of industrial materials rebounded in the third quarter and then surged ahead in the fourth quarter. There were noteworthy gains in deliveries of foreign metals—tin, iron ore, and steel-mill products—and of petroleum and sawmill products.

The concurrent increase in imports of finished manufactures largely reflected scheduled deliveries, against prior orders, of French jet passenger planes and Canadian cargo planes. Purchases of other types of producers' equipment have held steady. Total imports of consumer goods declined, primarily reflecting reductions for automobiles and textiles.

U.S. purchases of certain types of foodstuffs from foreign sources rose strongly in the last half of 1961. Receipts of cattle increased due to the drought in Canada. A reduction in U.S. meat production coupled with high consumer demand resulted in larger purchases of meat supplies from abroad.

A summary tabulation of data on U.S. foreign trade in 1961 and in other recent years is shown below.

U. S. Merchandise Trade

[billions of dollars]

Period	*Non-military exports*	*General imports*	*Excess of non-military exports*
Calendar year totals:			
1959	16.4	15.2	1.2
1960	19.6	14.7	4.9
1961 (estimated)	20.1	14.7	5.4
Annual rates, seasonally adjusted:			
1960: Jan.-Mar.	18.6	15.1	3.5
Apr.-June	19.5	15.2	4.3
July-Sept.	19.9	14.7	5.2
Oct.-Dec.	20.0	13.7	6.3
1961: Jan.-Mar.	20.4	13.5	6.9
Apr.-June	19.2	13.7	5.5
July-Sept.	20.0	15.5	4.5
Oct.-Dec. (estimated)	20.5	16.0	4.5

Source: Basic data of the Bureau of the Census.

Exports of flue-cured tobacco from Rhodesia-Nyasaland during the first 9 months of 1961, at 141 million pounds, were 8.5% larger than the 129.9 million for the same period last year, the Foreign Agricultural Service reports.

Stepped-up takings by non-Commonwealth areas, particularly Japan and Western European countries, accounted for most of the increase.

Rhodesian Outlook Improved by Rise In Exchange Reserves, High Exports

THE economy of Rhodesia and the Federation of Nyasaland appears to be approaching an upturn, judging by strengthened foreign exchange reserves and a steady high level of exports in recent months. Manufacturing output has been firm for the most part.

However, some signs of weakness are evident. Increases in unemployment, African and European, and the slump in the building trades continue; emigration of non-Africans has exceeded immigration; and the property market shows little sign of recovering. The stock exchange remained dull during the third quarter, and some firms announced reduced dividend payments.

African trade unions are working for wage increases and, although there has been little open industrial strife, it appears that they will press their demands in early 1962.

The price of copper remained reasonably firm during the first 9 months of the year, and it seems that the Federation's visible balance of trade for the year was favorable. However, the inflow of new investment capital, which remained at generally modest levels during the year, probably did not equal the outflow of transfers of capital in the form of dividend payments and other expenditures. As a result, the Federation probably had an adverse overall balance of payments, for the third consecutive year.

Expanding tobacco production and higher manufacturing levels resulted in an overall increase in gross national product (GNP) of about 3 percent for the year, compared with 6 percent in 1960. This "holding the line" was considered a signal triumph for the economy in 1961, in view of the troubled political situation.

Banking Reserves Rise

The exchange control measures imposed in February achieved their purpose. From the alltime low point of £24.4 million (£1=US$2.80) in March, the banking reserves of the Federation, the foreign exchange holdings of the Central Bank and commercial banks, rose steadily month by month to reach £47.4 million in July, a higher figure than at any time since December 1959. The heavy overdrawing of the commercial banks on their London accounts was reversed, and in July a plus figure (£302,000) was shown as their reserves total for the first time in more than 8 months.

In July the Federation was granted a loan of £5 million by the British Government. The money, to be made available in a Commonwealth Assistance Loan for the purchase of U.K. goods and services, is repayable over 20 years. It will provide funds for the development programs of the Federal and Southern Rhodesian territorial governments.

In September the Federal Government floated a £3-million local loan. Stock was offered at par, carrying an interest rate of 5½ percent, redeemable in September 1963. The money will be used for the development programs of the Federal and Territorial governments. Southern Rhodesia is to get £480,000 from the loan, Northern Rhodesia £510,000, and Nyasaland £180,000.

In October the Federal Government floated another local loan, for £5 million, again for the development programs of the four governments. This was 6.5-percent stock, maturing in 1981-86, issued at £98. In this case it was announced that government sources subscribed £3.8 million of the £5 million.

Local municipal governments are facing troubles caused by a marked shortage of development capital. It was revealed during the third quarter that the capital income of the Salisbury city council would be cut by one-half for 1961. A principal reason for this adverse position, apart from the difficulty of raising money by way of new loans, is the moribund state of the municipal real estate market.

Trade Pattern Favorable

The latest trade figures, through July, show monthly imports averaging about £13 million and exports about £17 million. On this basis, the favorable balance of visible trade for 1961 should be about £48 million, as against £56 million in 1960.

Copper has maintained a predominant position, exports accounting for nearly £10 million a month. Imports have shown a steady trend, machinery and transport equipment, about £4.2 million a month, running at about four times the amount spent on food imports.

THE biggest industrial news of the third quarter was the announcement of a Federal Government agreement to give to a consortium by Shell-Aminoil the right to construct a $36.4-million oil refinery near Umtali. The question of railway rates however, is still to be settled.

The oil refinery plans, and discussions of a projected nitrogenous fertilizer plant, considered in conjunction with the

(See Rhodesian, page 94)

Colombia . . .

(Continued from page 91)

and foreign exchange improved slightly in October, and were reported at $143.4 million.

The free market selling rate of the Colombian peso remained steady in October at an average of 8.69 pesos per dollar. Likewise, the official certificate rate remained unchanged at 6.70 pesos per dollar.

Preliminary import registrations for October show a small decline from the preceding month but a substantial increase over registrations in October 1960. Import and export registrations in October totaled $42.7 million and $27.2 million, respectively, as compared with $44.6 million and $37.7 million in September 1961. Registrations of contracts covering export of coffee in the first 10 months of 1961 show a total export of 4,616,000 bags of 60-kilograms each as compared with 4,724,000 bags exported in the corresponding period of 1960.

Coffee Prices Increased

During the Twenty-second National Coffee Congress the last week of October, the Coffee Federation announced a price increase from 465 pesos to 500 pesos per 125 kilograms of coffee. A reduction in the coffee retention quota from 15 to 4% of exports until January 1, 1962, was also agreed upon.

Colombia and Finland exchanged notes extending until December 31, 1962, their bilateral commercial agreement which has been in effect since January 1, 1958. The agreement provides that Colombian coffee exports to Finland in the amount of $4 million annually will be authorized and that Colombian imports from Finland to an equivalent value will also be authorized. Actual trade has fallen short of this goal during the life of the agreement.

The Ministry of Development issued a decree repealing the prohibition on export of tanned cattle hides and leather subject to the fulfillment of certain conditions. The domestic market must be provided with a normal supply and at prices and qualities prevailing at the time of issuance of the decree. The minimum stock needed to supply the domestic market must be maintained.

The Ministry of Development issued a series of resolutions regulating the assembly industry. In each instance the Ministry has fixed a target date by which time the industry must obtain a certain degree of integration, that is, substitution of foreign components by locally produced ones. Companies already assembling products mentioned by the resolutions had until December 31, 1961, to adapt their production plans to the terms of the resolutions.

The Government recently authorized the Department of Santander to borrow up to 18 million pesos—abcut $2 million —from two Colombian banks for the sole and exclusive purpose of constructing or reconstructing the Bucaramanga-Barrancabermeja highway.

Authorizations were granted recently by the National Government to several semiofficial electric generating companies to contract loans from the National Federation of Coffee Growers, proceeds of such loans to be used solely for importation of materials and equipment required by these companies. The Central Hidroelectrica del Rio Lebrija, Ltda., and the Electrificadora de Bolivar, S.A. each received loan authorizations for $200,000; the Centrales Electricas de Narino, S.A. received a $150,000 authorization.

A group of Medellin businessmen and the Compania Frutera de Sevilla (United Fruit) have signed a contract which will result in opening the economically depressed Urraba region south of the port of Turbo to banana cultivation. The site selected by United Fruit technicians and the Medellin group is about 60 kilometers south of Turbo in an area considered to be nearly ideal for production of bananas, cacao, and African palm.—U.S. Embassy.

Rhodesian . . .

(Continued from page 93)

establishment of an assembly plant by Ford Motor of Canada and expressions of interest by Willys, General Motors, and Pan American Investment Co., indicate a renewed interest in investment in the Federation after a steady decline in the inflow of private capital in the past 2 years.

In the 18 months up to June 13, the Southern Rhodesian Industrial Development Board approved 30 applications for financial help involving a total of nearly £300,000.

The leader of an Oxford University Africa Expedition, which surveyed prospects for secondary industry, said in September that there was scope for about £1 million worth of immediate investment in Nyasaland. The main opportunities were in the textile industry, expansion of the clothing industry, and fish canning and a small brewery. Other possibilities include radio assembly operations and the manufacture of cheap jam.

Negotiations are now complete for the establishment in Southern Rhodesia of a second cotton spinning mill with the help of government guarantee facilities. The financing of the raw cotton will come from the United States. The mill will be in Salisbury.

The Southern Rhodesia Government is also to guarantee a loan of £500,000 being raised to expand the Windsor Chrome Mines at Que Que with a new smelter for the production of high carbon ferrochrome. The new smelter will be erected by Windsor Ferro Alloys (Pvt.), Ltd., which has taken over the Windsor Chrome Mines.

The first part of a £1 million expansion scheme by the Rhodesian Milling Co. is taking shape in Salisbury. Already under construction are a silo and warehouse in Salisbury costing £500,000. Another £500,000 will be spent on development in Bulawayo. Eight new storage bins are also being built under a £50,000 expansion program at Umtali.

The Rhodesian Iron & Steel Co. (RISCO) reportedly may have had to curtail some of its operations temporarily unless steel export orders were expanded. Along this line, RISCO has had talks in Japan with the idea of a major expansion involving an investment of "millions of pounds" in the Rhodesian pig iron industry. A spokesman for the Kawasaki Steel Corporation has said that his company was negotiating with RISCO for the construction of two 1,000-ton blast furnaces in Rhodesia.

Honduran . . .

(Continued from page 90)

June, July, and August, and by the end of August stood at $12.2 million, compared with $13.5 for the 1960 date. Excluding contributions to international organizations, net reserves of the Central Bank totaled $8.1 million at the end of August as compared with $9.1 million at the end of May. In recent years reserves have tended to drop during the third and fourth quarters.

Strict credit controls continued to be exercised by the Central Bank, which in the period reduced slightly its rediscounts to the commercial banks and the National Development Bank. Central Bank financing of the public sector also declined, net credit to government and official entities dropping from 8.9 million lempiras in May to 6 million lempiras in August. The margin of excess reserves in the system remained tight, declining from 2.3 million lempiras in May to 1.8 million in August, and the banking system's credit to the private sector, which has varied little throughout the year, stood a about 65 million lempiras at the end of August.

The money supply contracted seasonally in the months of June, July, and August, coinciding with the usual drop in foreign exchange reserves. Total currency in circulation and checking deposits amounted to 63.9 million lempiras (2 lempiras=US$1) at the end of August, compared with 67.3 million lempiras at the end of May.—U.S. Embassy.

U.S. exports of cotton linters, mostly chemical qualities, amounted to 52,000 running bales during the first 3 months (August-October) of the 1961-62 season—10% less than the 58,000 bales exported in the same period a year earlier, the Foreign Agricultural Service reports.

Control of UAR-Business Firms To Be Reorganized

CAIRO.—The organizations which had been formed to supervise UAR governmentally-owned or controlled business firms have apparently been, or will be, disbanded. Replacing the Economic Development Organization, the Misr Organization, the Nasr Organization, etc., will be a series of "public organizations" of smaller size, each supervising governmentally-controlled business firms in one or more allied activities.

The public organizations will be placed under direct control of the Ministers, according to their function.

A Supreme Council for Public Organizations, consisting of the President, Vice Presidents, and Supervisory Ministers, will provide policy guidance, coordination, definition of objectives and general work programs, and will follow the progress of implementation. As examples of the new structure, the Minister of Industry will have under him most of the industrial public organizations, such as the Public Organization for Metallurgy, the Public Organization for Foodstuffs Industries, and the Public Organization for Weaving and Spinning. The Minister of Economy will supervise the Public Organization for Banks, the Public Organization for Insurance, and the Public Organization for Trade. The Minister of Public Works will have the Public Organization for Electricity and so on.

Each of the public organizations will have under it the governmentally-owned companies in that particular field.—U.S. Embassy.

Dominican Republic Acts On More Trujillo Firms

The President of the Dominican Republic has ordered distribution of all shares, formerly owned by the Trujillo family, in certain companies to low-income workers and employees of the companies, taking into account length of service and number of dependents. Companies affected include the 2 largest radio stations, the largest tobacco manufacturer, and the country's only cement manufacturer, according to radio reports.

In a parallel move, 6 more former Trujillo holdings were wholly taken over by the government's Bureau of Administration, Control and Recovery of Properties. These are the Marmol Commercial Corp., Marta Commercial Corp., Maritime Transportation Corp., Miriam Commercial Corp., Altagracia Julia Corp. and Dominican Sugar Corp.

This action brings to 60 the number of major Dominican firms which are known to have been placed under public control (FCW, Dec. 18, 1961, pp. 42, 43, and Dec. 25, p. 1).

Meanwhile, the Dominican Agriculture Department has taken control of a number of former Trujillo estates.

Pakistan Reduces Import Duties On 46 Products, Raises Others

KARACHI.—Customs duties on 8 imported products have been abolished while duties on 46 other products have been substantially lowered since the beginning of Pakistan's fiscal year, July 1, 1961. Eleven duties were revised upward.

Rates of import duty on motor cars remain unchanged, but the valuation bases for duty have ben revised. Duties on machinery and spare parts imported into East Pakistan are now lower than on the same articles imported into West Pakistan.

These duty changes were made by notification rather than by parliamentary action and are thus subject to reversion to the previous rates.

The 8 items on which duties were eliminated are: fresh milk and cream, bates for tanning, "approved" aircraft paints, aircraft cement, aircraft galley and kitchen equipment, wireless apparatus for aircraft, nylon chips, and rubber stoppers for pharmaceutical vials.

Items on which duties were reduced, with duty rates in percentage ad valorem (previous duties shown in parentheses) follow:

Honey, 30 (50); onions, 40 (100); natural gums and resins, 12½ (25); malt extract, 15 (25); infants' and invalids' foods, 20 (50); gypsum, 10 (30); iodine, 12½ (30); acetylsalicylic acid, 12½ (25); phenacetin, 12½ (30); prepared water pigments, 25 (35); stamping foils, 25 (35); sulfonated oils, 25 (50); valve-grinding paste, 25 (80); disinfectants, insecticides, and pesticides, 12½ (35).

Plastic articles used in machinery, 12½ (80); vulcanized rubber items used in machinery, 12½ (40); leather articles used in machinery, 12½ (20); beaming paper for machinery 12½ (100); coated or impregnated fabrics for industrial use, 12½ (40); asbestos articles for industrial use, 12½ (45); cast, rolled, drawn or blown glass, 40 (50); scientific glassware, 12½ (20); glassware used with machinery, 12½ (50); iron or steel pins used in machinery, 12½ (40); iron or steel springs and leaves, 20, (25); certain iron or steel articles used in machinery, 12½ (40).

Certain copper articles for industrial use, 12½ (80); certain aluminum wire, 15 (25); certain watch movements, 50 (80); movements for one-day alarm clocks, 50 (60); equipment for indoor games, 30 (50); equipment for sports and outdoor games, 30 (50); machinery and parts imported into East Pakistan, 7½ (12½); hinges, 40 (50); ice cans, 12½ (50); firebricks with an aluminum content of up to 50%, 20 (30); white wool belting yarn 4/5 and 3/5, 12½ (30); camel's hair yarn 4/5 and 3/5, 12½ (30); unexposed cinema films, 1.60 rupees per 100 feet (2 rupees).

The duty on certain wines and spirits was lowered to 150 rupees per proof gallon, from a previous duty of 187.50 rupees (1 rupee=US$0.21). On liquors, cordials and mixtures, the duty is 200 rupees per liquid gallon (reduced from 250) if not tested for proof strength; and 150 rupees (reduced from 187.50) if tested for proof strength. Acylic alcohols are dutiable at 150 rupees per proof gallon (formerly 187.50). Spirits and acylic alcohol are also subject to a refugee tax of 3 rupees per gallon. Cinematograph films, exposed and developed, are dutiable at 15 paisa per linear foot, a reduction of 5 paisa per foot.

Increased duties were levied on clothing of silk or of manmade fibers (now 50% ad valorem, previously 35%); unworked cast or rolled glass (30% to 40%); unworked, drawn or blown glass (30% to 40%); alkaline accumulators (storage batteries) (20% to 40%); electrical accessories of plastic (up from 30% to 60%); and sodium bichromate (25% to 50%).

On plastic tooth brushes valued at less than 2.83 rupees per dozen brushes, dutiable at 40%, there is now an additional duty of 40% of the amount by which the value is less than 2.83 rupees per dozen. Certain dyes, formerly dutiable at 25% ad valorem, have been revised upward as follows: sulfur black, 25% or 0.90 rupee per pound, whichever is higher; congo red, 60% or 3.30 rupees per pound, whichever is higher; benzo direct deep black, 60% or 2.60 rupees per pound, whichever is higher; benzo green, 60% or 2.00 rupees per pound, whichever is higher; and benzo blue, 60% or 3.70 rupees per pound, whichever is higher.

Several duties were converted from the previous currency system of rupees, annas, and pies to the new decimal system of rupees and paisa (100 paisa=1 rupee) with no change in the level of the existing rates.—U.S. Embassy.

U.S. exports of flour during July-October 1961 totaled 32 million bushels, up about 4 million bushels from a year earlier, the Foreign Agricultural Service reports.

EEC Council Grants Tariff Quotas, Duty Suspensions

The European Economic Community has granted 7 tariff quotas and has agreed to suspension of Common External Tariff (CXT) duties on 26 items in calendar year 1962.

These actions were taken at the request of member states under articles of the Rome Treaty which provide for granting tariff quotas or duty suspensions to mitigate adverse effects which might result from progressive implementation of the CXT. The first movement toward the CXT on industrial products was made on January 1, 1961; initial alignment of national tariffs toward the CXT for agricultural products probably will be made early this year.

Items granted tariff quotas, followed by the CXT item number, the beneficiary member state, quota and in-quota duty, and regular present duty for amounts exceeding the quota shown in parentheses, are as follows:

Silicon dioxide (silica gel) imported for manufacture of synthetic rubber, 28.13E, Italy, 80 tons, duty free, (2.4%); potassium and tantalum fluoride imported for manufacture of synthetic rubber, ex 28.29 A IV, Italy, 2 tons, duty free, (14%); hydrobromic acid (gas), ex 28.13 F, Netherlands, 25 tons, duty free, (2.9%); newsprint, 48.01 A, Federal Republic of Germany, 325,000 tons, duty free, (1.7%); iron and steel powder, 73.05 A, Netherlands, 1,000 tons, duty free, (2%); iron and steel powder, 73.05 A, Belgium-Luxembourg, 1,020 tons, duty free, (2%); iron and steel powder (coarse), ex 73.05 A, Federal Republic of Germany, 8,000 tons at 3%, (4.3%).

The products on which a suspension during 1962 of duties in the CXT was approved are as follows:

Vegetable horsehair, 14.02 B I; aromatic products for manufacture of carbon black, ex 27.07 G; extracts obtained from the treatment of greases by selected solvents for manufacture of carbon black, ex 27.14 C; essential oils, not terpeneless, 33.01 A II, except for geranium, clove, niaouli, and ylang-ylang oils; crude tall oils, 38.05 A; methyl esters of hydrogenated and nonhydrogenated resin, ex 38.08 C; technical hydroabiethyl alcohol, ex 38.08 C; crude diosgenine, ex 38.19 P; ethylcellulose (not plasticized), 39.03 E I a; tropical wood of the species Obeche, also known as Samba, Ayous, Wawa, Abachi (Triplochiton scleroxylon), ex 44.04 A and ex 44.05 A; dust and powder of natural or synthetic precious or semiprecious stones, 71.04; sponge iron or steel, 73.05 B; and certain chemicals of Chapter 29, details of which have not yet been published.

Under terms of the decision to suspend CXT duties temporarily, member states which had zero duties on these products on January 1, 1957, are obliged to permit them duty-free entry during the suspension period. Member states which levied duties on these products as of January 1, 1957, may, during the period of suspension, permit their entry either free of duty or at reduced rates. Exact details on rates for the products in the latter category have not yet been announced by the individual countries; they will be published in FCW as soon as available.—U.S. Mission to the European Communities.

Argentina Increases Area For Industrial Promotion

BUENOS AIRES.—The Argentine Government issued a decree on December 4, 1961, extending the northwest area to be benefited by the Industrial Promotion Decree No. 9477 of October 20 (FCW, Nov. 20, 1961, p. 27).

The Province of Corrientes will now be included in the underdeveloped area eligible for benefits. The following districts in Corrientes are excepted: Ituzaingo, Santo Tome, Esquina, Sauce, Curuza Cuatia, and Monte Caseros. The excluded districts are in the eastern and southern sectors of the province.—U.S. Embassy.

New Monetary Laws Implemented in UAR

CAIRO.—The United Arab Republic (Egypt) has announced new monetary regulations forbidding the importation of Egyptian currency into the country and changing the tourist rate to 20% premium in lieu of 27.5%, reportedly effective January 1. Changes were also made in import and export premiums.

Tourists were permitted to bring in Egyptian banknotes until midnight, January 3, the Egyptian press announced. It is alleged that a provision is to be made for possessors of Egyptian banknotes abroad to turn them in to "approved banks" or UAR Embassies by February 1, receiving in exchange: (1) Nonresident account at full face value for expenditure in Egypt only, or (2) Account available for purchase of Egyptian exports, but with the surrendered Egyptian pounds valued at $1.65 for 1 Egyptian pound (L.E.).—U.S. Embassy.

Texts of the above decrees will be published when available.

Saudi Arabia Asks Certificate For Pharmaceutical Imports

A new regulation issued by the Ministry of Health in Saudi Arabia requires importers of pharmaceutical products to obtain from their suppliers in the exporting country a certificate issued by the Ministry of Health, or an equivalent agency, of that country, covering each shipment.

The certificate must state that the medicines actually are used by the public in the exporting country under the same tradename and formula and must include the name of each product, the formula, and the date and number of permit to manufacture, if one is required.

The certificate must be furnished in triplicate and legalized by the Saudi Arabian Embassy in the country of origin.

El Salvadoran Income Tax Law Modified

Recent changes in the Salvadoran income tax law were clarified and further modified with publication of Decree No. 442.

The Decree provides that stockholders of industrial corporations shall not compute as income, on their respective income-tax statements, the profits which would come to them from such corporations when these funds are reinvested totally or partially in the expansion or improvement of the particular industry in the following income tax year.

A further change to the income tax law revision, Decree No. 300, provides that profits obtained by natural or legal entities engaged in commercial or real estate sales transactions, whose terms exceed 2 years, may allocate profits proportionally over the period when the profits are received. A tax on sales made by persons or entities not normally engaged in making such sales is established. The new tax is to be implemented by a special regulation which will be issued in the future. Decree No. 300 of September 18, 1961, modifies the income tax law, Decree No. 520, of December 17, 1952.

Decree No. 442 containing the new modifications to the income tax law was published in Diario Oficial on December 7, 1961, and became effective 8 days later.

St. Christopher Amends Some Beverage Duties

The Government of St. Christopher, Nevis, and Anguilla, The West Indies, recently raised the import duties on beer, ale, stout, porter, and other fermented cereal beverages.

On items 112.03.1, beer and ale; 112.-03.2, stout and porter; and 112.03.3, other fermented cereal beverages, the new duty is BWI$1.45 per gallon (BWI$1=US$0.59) under the preferential tariff applied to imports from Commonwealth countries only; and BWI$1.68 per gallon under the general tariff applied to imports from the United States and all other non-Commonwealth countries. Formerly, duties were BWI $0.67 and BWI$0.90, respectively.

This action was published in the Board of Trade Journal on December 1, 1961.

40 U.S. Firms To Show In Libyan Trade Fair

The United States will inaugurate its 1962 International Trade Fair Program with an official exhibition opening February 20 at the Tripoli, Libya, International Trade Fair, the Office of International Trade Fairs, U.S. Department of Commerce, has announced.

About 40 American manufacturers will demonstrate and display their products in the U.S. pavilion, according to L. Edward Scriven, Director of the Department's Bureau of International Business Operations and the Office of International Trade Fairs.

"Our theme in Tripoli is 'Window on America,'" Mr. Scriven said. "Through the U.S. Exhibition, we hope to show the people of Libya a sampling of the American way of life, as well as a glimpse of the living standards which we hope will soon come to Libya as that country's Saharan oil fields are developed."

The Tripoli event will be the first U.S. exhibit in Libya. Previously, U.S. exhibitions have been presented in neighboring Egypt and Tunisia.

A modern American-made desalinization device which converts salt water to fresh water at low cost will be demonstrated, as will an extensive selection of new irrigation equipment.

Elsewhere in the 18,000-square-foot exhibition will be: A full-scale model of the Project Mercury capsule in which the American astronauts, Navy Commander Alan B. Shepard, Jr., and Air Force Captain Virgil B. Grissom, made their successful flight; a small, manually operated press for making building blocks from Libyan soil; a demonstration of new desert survival techniques evolved by the U.S. Air Force; and a specially prepared science show, with lectures by Stephen Hopkins, a science specialist from the District of Columbia school system.

Kitchen Equipment To Be Shown

American kitchen equipment suitable for adaptation to Libyan homes will be shown in a model kitchen, and a small but complete offset printing plant will produce souvenirs for fairgoers.

Demonstrations of American-made automotive testing equipment and small but versatile farm machinery and the vacuum forming of plastics into fair souvenirs will complete the U.S. Exhibition.

Libyan authorities expect nearly 300,000 visitors at the month-long fair, which runs from February 20 to March 20.

By the end of 1961 the Office of International Trade Fairs had presented 110 official U.S. exhibitions in 31 countries on four continents since the start of the International Trade Fairs Program in 1954. Total attendances are expected to exceed more than 74 million over the period.

Manager of the U.S. Exhibition in Tripoli will be A. Philip Stockvis of Alexandria, Va., and the Deputy Managers will be John A. Read of New Bloomfield, Pa., and Harold W. Graham of Arlington, Va. All three are OITF staff members. The exhibition was designed by Stowe Myers of Evanston, Ill.

Electronics Exhibit Set in Yugoslavia

ZAGREB.—The eighth International Fair of Modern Electronics will be held October 13-21 in Ljubljana, Yugoslavia.

Participating in the 1961 show were 117 exhibitors, 63 of whom were from foreign countries. The management reported sales of $5,783,000.

The 63 foreign exhibitors were from the United States, West Germany, Italy, Denmark, Great Britain, Austria, Belgium, Holland, Japan, Switzerland, Sweden, and East Germany.

Items exhibited included precision-phase meters, vector-analyzers, professional and other type recording equipment, coaxial cables, connectors, sockets, miniature transistor amplifiers, transmitting tubes, klystrons, numerous types of commercial receivers, laboratory test instruments such as signal generators, oscillators, vacuum tube voltmeters, distortion analyzers, electronic counters, oscilloscopes, electric copying machines, microfilm reader printers, and other similar devices.—U.S. Consulate General.

A copy of the official fair catalog is available on loan from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

Belgium Plans 42d Showing Of Farm Equipment Exhibit

BRUSSELS.—The 42d showing of an Agricultural Equipment and Products Exhibit is scheduled at Brussels, Belgium, February 11-18, 1962.

Promotion of agricultural progress, and the farmer's welfare will be the theme of the show. Exhibits will stress mechanization of agriculture in order to overcome the prevailing farm labor shortage, reduce production costs, and improve the quality of agricultural products.

Participation by U.S. firms will be through their respective European representatives only.—U.S. Embassy.

Fisheries Trade Fair Planned in Denmark

COPENHAGEN.—The fourth International Fisheries Trade Fair will take place here April 14-23.

About 85% of the exhibition space reportedly has already been reserved. The preliminary exhibitor list shows 115 exhibitors from 14 countries.

Exhibits will include fishing gear, motors and engines, navigation equipment, and processing machinery. At the 1959 Fair sales reportedly were almost $29 million.

Further information on the Fair may be obtained from The International Fisheries Trade Fair Secretariat, 17 Blaagaardsgade, Copenhagen N, Denmark.—U.S. Embassy.

Flower and Seed Exhibit To Be Held in Lebanon

BEIRUT.—U.S. seed and flower growers are invited to exhibit in an international flower exhibit to be held for 3 days during May 1962 at the new Hotel Phoenicia Intercontinental, in Beirut, Lebanon. One of the aims of the Exhibit is to establish contact between Lebanese flower growers and those in other parts of the world.

Additional information and details concerning the exhibit may be obtained from: Mrs. Eddie Hitti, Chairman, Sub-Committee for the International Section of the Flower Exhibit, Young Women's Christian Association, P.O. Box 2041, Beirut, Lebanon.—U.S. Embassy.

Genoa To Hold First International Boat Show

GENOA.—A Boat Show, described as the largest exposition of its kind in the Mediterranean area is scheduled in Genoa, Italy, January 27-February 7, 1962. Its theme will be the "complete and up-to-date market presentation of everything being produced in the world in the field of pleasure craft."

Firms wishing to exhibit products at the Show may obtain additional information and application forms by writing the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or by writing direct to the Genoa International Fair, Viale Delle Brigate Partigiane 18, Genoa, Italy.—U.S. Consulate General.

Rising U.S. Sales to Venezuelan Medical Equipment Market Seen

CARACAS.—Venezuela is a major market for U.S. dental, surgical, and hospital equipment and the outlook for increased U.S. participation in the market is good.

With the rising population, improving health standards, and general development of rural areas and small towns under an agricultural reform plan, consumption of medical equipment is expected to increase considerably.

The Ministries of Public Works and of Public Health have embarked on an extensive program of improving preventive and curative health facilities in the provinces. Construction of general hospitals and health centers is planned and many of the approximately 430 rural dispensaries, operated by the Ministry of Public Works, will be improved and provided with better equipment.

U.S. exports for the first 6 months of 1961 amounted to $1,007,000, down 10% from the comparable 1960 period. Total 1960 exports were $2.2 million, a considerable decline from the $3.1 million of 1959, due in large measure to the financial problems of the Venezuelan government (FCW, Sept. 11, 1961, p. 9).

U.S. Market Share 62%

Venezuelan imports of medical items, which make up the bulk of local consumption, amounted to $5.4 million in 1960, according to official Venezuelan statistics. The United States was the chief supplied with 62% of the import market, followed by Germany and Japan.

The largest import category, according to official Venezuelan statistics, was the instrument classification including surgical operating instruments, medical diagnostic instruments, dental instruments, and surgeon's needles. Imports totaled $2.1 million in 1960, $1.3 million supplied by the United States, and 24% coming from Germany. Imports of surgical dressings amounted to $938,000, three-fourths of which came from the United States. Germany with 16% and the United Kingdom with 8% were the 2 main competitors.

In only one commodity class is the United States in second place, X-ray apparatus and equipment. Germany was the chief supplier with 56% of the $429,000 import total. The U.S. share was $145,000.

Products of many countries can be found in all hospitals, and the consensus in local circles is that, although U.S. products are often sold at better terms and with quicker delivery periods, German and British products are often of better design and quality while being less expensive. This is true especially for surgical instruments, X-ray equipment, and electromedical apparatus. The Japanese influence on the market is felt especially in the low-cost goods market.

In past months, Government agencies have been somewhat slow in meeting their obligations due mainly to the country's fiscal and economic recession. Therefore, unless special appropriations are authorized or foreign loans granted for improvement of medical facilities, U.S. suppliers of hospital equipment should anticipate waiting lengthy periods for payment. Local hospital supply houses are not necessarily in a suitable financial condition to buy all the equipment for large orders. Credit terms are of considerable importance to newly established doctors, dentists, and smaller clinics, most of whom prefer the better product although it is more costly.

Domestic Manufacture Limited

Production is quite limited. Two firms produce an undisclosed amount of sterilized absorbent cotton. The local poliomyelitis hospital is the only manufacturer of braces and artificial limbs. Artificial teeth are produced by a number of dental laboratories but production figures are not available. Auxiliary metal hospital furniture is manufactured by several local firms.

Local manufacture of instruments, equipment, and utensils for medical, surgical or dental use is not anticipated and is not deemed economically feasible.

There apparently are few possibilities for U.S. investment or licensing arrangements. An exception to this might be surgical dressing manufacture even though a local company is setting up a factory to produce this commodity. Consumption of almost $1 million worth of dressings annually might warrant the establishment of another plant, especially since it is Government policy to protect local industries by tariff and licensing requirements.

The principal consumers of medical equipment are the Ministerio de Sanidad y Asistencia Social (Ministry of Public Health and Social Assistance), the Ministerio de Obras Publicas (Ministry of Public Works), and the Social Security Institute. Most purchases for hospitals to be built by the Public Health Ministry are handled by the Ministry of Public Works. The Public Health Ministry, however, is planning a department for hospital and medical equipment, which will then handle all purchasing.

In the private sector, the expansion of private clinics and hospitals has been retarded by the generally depressed economic conditions. Several new hospitals in Caracas have not been completed for lack of money. Several charity foundations are planning enlargement of their facilities and eventual construction of new hospitals. The Cancer Society and the Fundacion Mendoza (operating an orthopedic and poliomyelitis hospital) are 2 such organizations.

The principal distribution center is Caracas and practically all major hospital supply houses are located here.

Government agencies usually buy through public bidding, especially for large orders or for large volume orders of nondurable supplies. Purchases are made from local distributors or through local agents of foreign manufacturers. Only in rare cases do the agencies buy directly from the manufacturer. Local hospital supply houses maintain a relatively large stock for retail sales. Large orders are often bought from the manufacturer, the local firm acting as commission agent. All supply houses handle both U.S. and non-U.S. products to satisfy customer preferences. X-ray equipment and diagnostic apparatus are frequently sold through local affiliates of manufacturing concerns.

All larger hospital supply houses provide service on equipment sold either through their own service departments or under contract with service companies. Service facilities are also available for all electrical apparatus used by hospitals.—U.S. Embassy.

U.S. Imports of Passenger Cars in Major Decrease

U.S. imports of passenger cars totaled 223,448 units valued at $242.8 million in the first 10 months of 1961, compared with 1960 imports of 403,039 units valued at $461.7 million, according to U.S. Bureau of the Census figures.

West Germany, the largest supplier, shipped 157,291 units in the 10-month 1961 period, compared with 155,688 units in the similar period of 1960. Shipments from all other countries dropped. The United Kingdom supplied only 19,340 units in the 1961 period, compared with 130,734 in the 1960 period.

The peak year for imports of foreign cars was 1959 when 668,070 units valued at $734.9 million were imported. In 1960 imports fell to 444,622 units valued at $513.7 million. Imports in 1961 are expected to be under 300,000 units.

Japan Expressway Work Progresses

Completion of the 115-mile express highway being built between Kobe and Nagoya in Japan is being assisted by a $40-million loan by the World Bank. The Expressway will relieve increasingly severe traffic congestion in one of Japan's most highly industrialized regions; stimulate the dispersion of industry and population out of overcrowded cities; widen the effective area of food supply for urban communities; and substantially reduce the operating cost of highway freight and passenger traffic.

The loan was made to the Nihon Doro Kodan (Japan Public Highway Corporation), a government corporation responsible for the construction, operation, and maintenance of toll roads and related facilities in Japan. Over the next 5 years, the Highway Corporation plans to invest the equivalent of some $844 million for improvement of transportation facilities in Japan; the Kobe-Nagoya Expressway has first priority.

In the past 5 years, truck traffic in Japan has doubled and bus and automobile passenger traffic has increased almost as much. The area to be served by the Kobe-Nagoya Expressway contains four of Japan's six largest cities (Kobe, Osaka, Kyoto and Nagoya), 15% of the country's total population, and over a quarter of its motor vehicles. This area, through its industries, agriculture, and trade, contributes about a fourth of the national income, and its factories produce about 40% of the value of the country's exports.

Roads Heavily Congested

Roads in the area for the most part are built to inadequate standards and are heavily congested. Most of them cut through built up industrial, commercial, and residential districts, where fast driving is impossible and long delays cannot be avoided. The railways are being used to full capacity; furthermore, the large volume of inter-urban and commuter passenger traffic restricts their ability to carry any but long-haul freight. The new Expressway will not only relieve congestion and expedite the movement of freight, particularly of short-haul, high-value goods, but will generally contribute to the economic growth of the region as a whole.

The Expressway will be a four-lane, divided, limited access highway. The first 45-mile section, from Amagasaki to Ritto, is now about half finished and should be completed on schedule in March 1963. The sections to be built next are a 5-mile extension from Amagasaki to Nishinomiya and a 65-mile extension from Ritto to Ichinomiya.

The Amagasaki-Nishinomiya section traverses the heavily built-up Hanshin industrial area along Osaka Bay between the cities of Osaka and Kobe, necessitating the construction or urban viaducts and bridges. The Ritto-Ichinomiya section connects the Kyoto and Nagoya area; the part up to Hikone traverses rolling terrain, another part crosses steep mountainous country which will require tunnels, and the last part runs through the industrial outskirts of Nagoya.

The two new sections being financed with the help of the Bank's loan will be built to the same modern expressway design standards as the Amagasaki-Ritto section. Construction will include earthworks, bridges, viaducts, tunnels, paving, interchanges, service areas, bus stops, toll stations and traffic control facilities, and access and appurtenant works. All construction will be done by contractors supervised by the Highway Corporation's staff with the advice of foreign consultants. Foreign contractors with experience in expressway construction will be given the opportunity to bid for all major works. The Expressway is scheduled for completion by 1964. Its total cost is estimated at $356 million; in addition, $108 million will be invested by the Government and local authorities in access roads. The cost of the two sections for which the loan was made will be equivalent to $212 million.

Kenya Plans To Develop, Resettle Farmlands of Scheduled Areas

KENYA plans to develop the farmlands of the country's Scheduled Areas (formerly known as the Highlands). The World Bank has made a loan equivalent to $8.4 million to help finance the program.

The land, heretofore reserved for European farmers, will be purchased, further developed, and resettled mainly by African farmers.

The program will strengthen the economy by making more intensive use of land resources and will relieve pressure on the land in areas where, because of heavy density of population, farms are small and production is still mainly for subsistence.

By June 1964, the Government plans to have settled qualified farmers on approximately 180,000 acres of land, providing them with credit facilities, technical assistance, and farm training.

The land will be purchased in fairly large units to be divided into farms of 15-100 acres each, the larger plots to be sold to farmers who have more substantial experience, managerial capacity, and financial resources.

The Bank loan will be used for farm development purposes only, such as water supply, fencing, access roads, farm buildings, and the planting of cash crops.

Typically, two-thirds of the land on each farm in the settlement areas will be devoted to grassland for livestock; the rest will be divided equally between cash crops and subsistence crops such as maize and beans. Most farms will have some acreage in pyrethrum, tea, or coffee.

As a result of more intensified cultivation, the gross annual value of production from 180,000 acres of land will gradually increase from the present value equivalent to $2.5 million to $10 million, the greater part of which will be cash income for the African farmers.

The program will be administered by the Land Development and Settlement Board, although the Ministry of Agriculture and other government agencies will have important technical and administrative responsibilities.

Total cost of the program is estimated at the equivalent of $24.5 million. The Government of Kenya will finance half the cost mainly through loans and grants from the United Kingdom amounting to £3.7 million (£1=$2.80). The remainder will come from a £1.5 million loan from the Colonial Development Corporation and the World Bank loan of $8.4 million.

New Highway Project To Begin in Spain

Approval by the Spanish Government of a new highway plan involving a total expenditure of 177.6 billion pesetas (60 pesetas = US $1) during the next 15 years for highway improvements was announced recently by the Director General of Highways in the Ministry for Public Works. Included in the plan is the construction of 2,847 kilometers of double lane roads and super highways, at a total cost of 31.2 billion pesetas. These roads and highways will be built mainly in the north of Spain, and also along the Mediterranean coast.

In the first 2 years 9 billion pesetas are expected to be spent, and in the next 2 years 15 billion pesetas, bringing the four-year total to 24 billion pesetas. During that 4-year period, priority is to be given also to the repair and modernization of roads linking Madrid with Irun, Barcelona, Andalucia, and Asturias.

Export Promotion Calendar

Star (★) indicates U.S. Department of Commerce exhibit participation.

January

15.—Export Clinic and dinner meeting, Sheraton Hotel, Worcester, Mass. Sponsor: Worcester Area Chamber of Commerce. Commerce speaker: Henry J. Dempsey, Bureau of International Business Operations.

15-19.—National Housewares Manufacturers Exposition, McCormick Place, Chicago. Sponsor: National Housewares Manufacturers Assn.★

17.—Business Counseling Conference, Kansas City, Mo. Sponsors: Small Business Administration, U.S. Department of Commerce. Commerce speaker: Henry J. Dempsey, Bureau of International Business Operations.

17.—Lancaster Executives Club meeting, Lancaster, Pa. Commerce speaker: E. E. Schnellbacher, Bureau of International Business Operations.

17.—Businessmen's conference with U.S. Trade Missions to Peru-Ecuador, and Chile. Hotel DuPont Plaza, Miami, Fla. Speaker. W. Michael Blumenthal, Deputy Assistant Secretary of State for Economic Affairs.

18.—Foreign Traders Association of Philadelphia, Sylvania Hotel, Philadelphia, Pa. Dinner meeting. Commerce speaker: Dr. Jack N. Behrman, Assistant Secretary for International Affairs.

19.—Foreign Trade workshop and seminar, Armstrong College of Savannah, Savannah, Ga. Speaker: E. E. Schnellbacher, Bureau of International Business Operations. Sponsor: Armstrong College of Savannah.

19.—Regional meeting, Canvas Products Association International, Milwaukee, Wis.

19.—Businessmen's conference with U.S. Trade Mission to Chile. Sheraton Dallas Hotel, Dallas, Tex. Speaker: The Honorable Filipe Herrara, President, Inter-American Development Bank.

21-29.—Second Orientation to Brazil Program, Gould House, Ardsley-on-Hudson, N.Y. Sponsor: Office of Special Service to Business and Industry, New York University.

23.—Latin American Conference, Hartford College, West Hartford, Conn. Sponsors: Foreign Policy Association, Hartford County Manufacturers' Association. Commerce speaker: Claude W. Courand, Bureau of International Programs.

23.—World Trade Conference, Wichita, Kan.

23.—Monthly dinner meeting, World Trade Club of Greater Providence Chamber of Commerce, Metocomet Country Club, Providence, R.I.

23-24.—Second Duluth Institute on Foreign Trade, Hotel Duluth, Duluth, Minn. Sponsor: University of Minnesota. Commerce speaker: E. E. Schnellbacher (January 23), Bureau of International Business Operations.★

24-25.—Conference for corporation executives: Recent Developments in Latin America. Hotel Statler, Washington, D.C. Sponsor: School of Advanced International Studies, Johns Hopkins University.

26.—Annual convention, American Soap & Glycerine Producers, Inc., Waldorf-Astoria Hotel, New York, N.Y. Commerce speaker: L. Edward Scriven, Bureau of International Business Operations.

29.—National Businessmen's Week banquet, Sales Executives of Washington Club, Mayflower Hotel, Washington, D.C. Commerce speaker and Honorary Chairman: Luther H. Hodges, Secretary of Commerce.

30.—Businessmen's conference with U.S. Trade Missions to Nigeria and Pakistan. Emerson Hotel, Baltimore, Md.

February

1.—Businessmen's conference with U.S. Trade Missions to Nigeria and Pakistan. Sheraton Plaza Hotel, Boston, Mass.

2-4.—South Dakota Patent Congress. Sponsor: South Dakota Industrial Development Expansion Agency; Junior Chamber of Commerce; Aberdeen Chamber of Commerce; S. D. Extension Service.★

7.—International Management Program session, International House, Boston, Mass. Sponsor: World Trade Center of New England.

8.—Monthly dinner meeting, International Trade Association of New England, Inc., University Club, Boston, Mass. Speaker: Francis X. Scafuro, vice president, Bank of America (International). Topic: Credit and Financing Machinery Needed for Growth of International Trade.

9-11.—Institute of American Poultry Industries Fact Finding Conference on International Trade Development. Municipal Auditorium, Kansas City, Mo.

11.—Foreign Trade Conference, Springfield, Mo.

13.—Businessmen's conference with U.S. Trade Mission to Peru-Ecuador. St. Louis, Mo.

14.—Export Clinic, Greenville, Miss. Sponsors: Louisiana-Mississippi Regional Export Expansion Committee; Memphis REEC; Delta Council; Port of Greenville; Greenville Chamber of Commerce. Commerce speaker: H. P. Van Blarcom, Bureau of International Business Operations.

14.—Export Trade Development seminar, Hotel Patton, Chattanooga, Tenn. Sponsors: Chattanooga Manufacturers Association, Chattanooga Chamber of Commerce, Regional Export Expansion Committee, Small Business Administration.

16.—Businessmen's conference with U.S. Trade Missions to Peru-Ecuador, and Chile. Chamber of Commerce Auditorium, Los Angeles, Calif.

21.—Businessmen's conference with U.S. Trade Missions to Nigeria and Pakistan, Board Room, Bank of America Bldg., San Francisco, Calif.

21.—New Orleans Export Managers Club monthly luncheon. Commerce speaker: William R. Hayden, Bureau of International Programs.

22.—Electrical Insulation Conference, Shoreham Hotel, Washington, D.C. Commerce speaker: Dr. Jack N. Behrman, Assistant Secretary for International Affairs.

26-27.—25th Chicago World Trade Conference, Pick Congress Hotel, Chicago, Ill. Sponsors: Chicago Association of Commerce and Industry, International Trade Club of Chicago.

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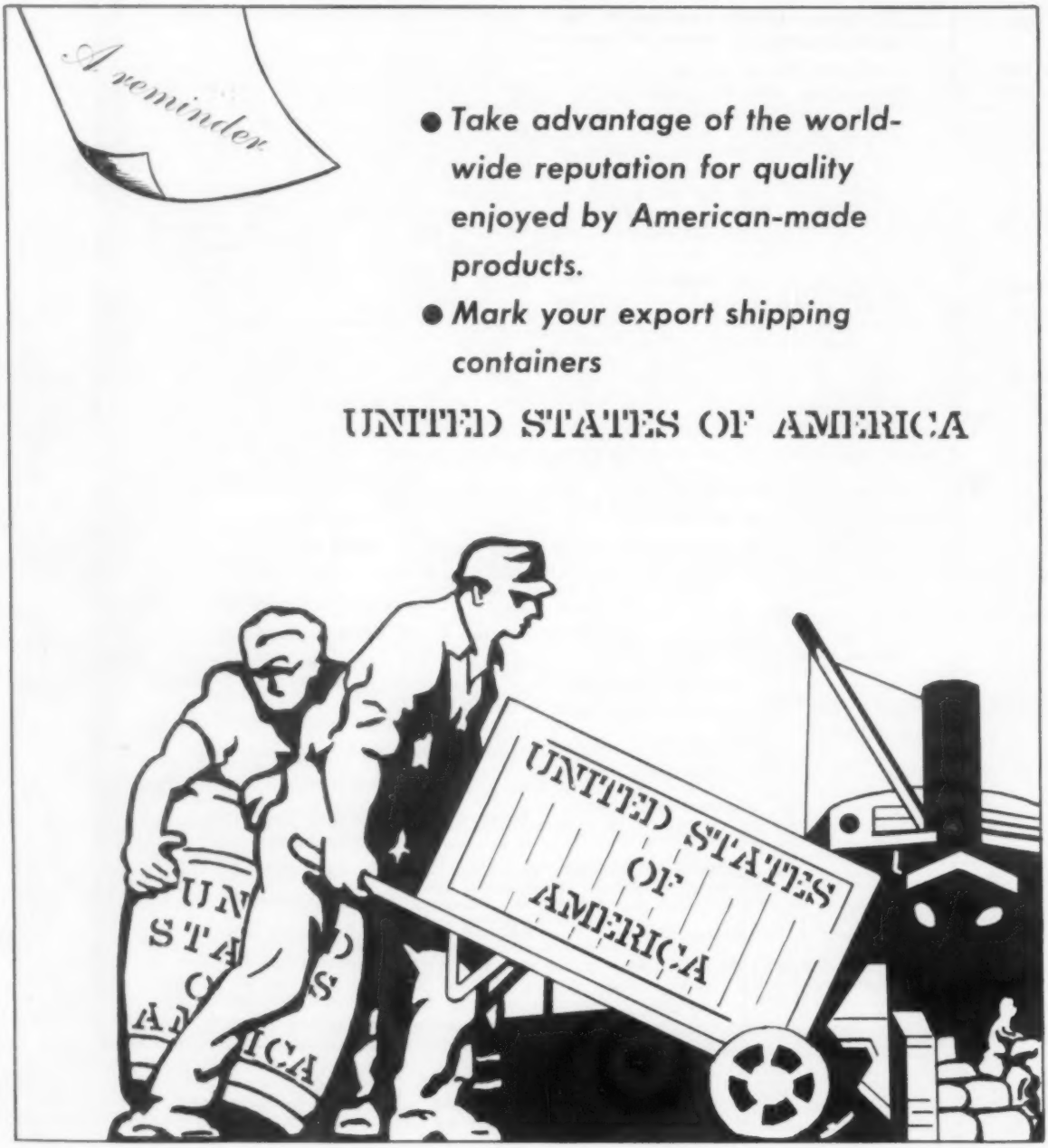
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